



DMTraining (DMT) Sample Training Plan

Building a Winning Sales Culture – Annual Training Program

Management Health Check – DMT and client will have a conference call once every 3 months in order to debrief, review, and plan for the next training topic to be addressed in the monthly workshops. Prior to getting started, we will work together to establish “success” benchmarks.

Due Diligence Sessions – Prior to beginning our training engagement, we will gather additional input from key stakeholders as well as sellers and managers to understand current sales priorities and challenges.

Live Training Workshop Time – DMT will deliver 6 full days of training time spread out through the year. This time can be used in half-day or full-day increments.

4 Pre-Training Videos – DMT will introduce content through *4 videos, which will be 10-20 minutes in duration*, and will be delivered prior to the live training workshop(s). Each video will be delivered via DMT’s online training hub. Each topic will be focused on introducing an essential sales skill, tactic, strategy and best practices.

Access to Online Training Hub – Prior to the live training workshops, DMT will provide access, for 1 year, to our online training hub. The hub will host a series of videos, articles, discussions prompts and questions to help sellers prepare for the training sessions, and then serve as ongoing support following the training sessions to help reinforce key concepts and best practices.

6 hours/month over 12 months for Pipeline Reviews and Monthly Coaching Sessions – DMTraining will provide *6 hours per month (72 hours over 12 months)* for sellers or managers to review pipeline, success stories, common objections and next steps. Each session will last 30-60 minutes and can be individuals or groups.

About DMTraining

DMTraining (DMT) is more than a sales training company; we are a **sales training agency that customizes training content, delivery, and distribution**. We tailor all aspects of training to *improve sales behavior and the KPIs* most important to your organization.

DMT works with a large network of trainers and partners to ensure we offer a wide range of subject matter experts and training styles to **fit your unique needs**.

We **adapt our training** to be delivered around the world and across various industries. From new hires to experienced employees, we make our content relevant for every sales role including the leadership team, managers, “hunters” (new business), “farmers” (existing business), and the internal training team.

DMT develops content based on the **sales behavior and best practices we’ve observed and measured** when working with clients regionally, nationally, and internationally.

Sampling of Our Clients & Partners

