



## **DMTraining (DMT) Sample Training Plan** *The Sales Amplifier Training Program*

**Due Diligence Strategy Session** – 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. We will then finalize the agenda and create the training content.

**(2) Days of Workshop Training** – DMT will deliver 2 full days of training throughout the year. DMT will work with you to determine frequency and timing of the workshops. The training days may be utilized in half-day, full-day, or two-day increments.

**Online Follow-up and Reinforcement** –Immediately following the live workshop we will deliver access to our online reinforcement program (M.O.S.T. Multimedia Ongoing Skills Training), which is a series of videos, discussions prompts, questions, and assessments to help sellers better understand the content taught in the training sessions.

**4 Training Videos** – Delivered once per quarter. DMT will collaborate with you to determine priority topics, but videos will focus on a range of content. Everything from selling your solution to strategies on securing renewals and upsells as well as closing new business.

**Pipeline Reviews and Monthly Coaching Sessions** – DM Training will provide 2 hours per month (24 hours annually) 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 DM Training

DM Training (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

