



Learning That Never Stops™ Coaching Platform. Use the power of Artificial Intelligence, a Personal Success Coach and your internal Sales Managers to coach your sales team. Set up Coaching Challenges and build skills that drive business results for your company. Your Sales Team will practice skills and get coaching that will drive business performance.

OVERVIEW

Coaching is hard work. Now, with the **Learning That Never Stops™ Coaching Platform** coaching is made simple, automated and gets results.

Step 1	Create Coaching Challenges
Step 2	Sales Reps Create Videos to Practice Skill
Step 3	Sales Reps Get Scoring and Coaching

Learning That Never Stops™ Coaching Platform. Helps Coaches coach and Sales Reps sell. The coaching platform integrates and automates development of key skills that get results.

APPROACH

Step 1 - We work with you to create Coaching Challenges. We help you define what *Good Looks Like* for each challenge.

Step 2 – Sales Representatives create a short video to demonstrate their knowledge and skills for each Coaching Challenge.

Step 3 – When Sales Representatives submit their video a transcription is created and machine scoring occurs, then a Personal Success Coach and their Sales Manager provide additional scoring and coaching.

LEARNING THAT NEVER STOPS™ COACHING PLATFORM

LEADERBOARDS

As Sales Representatives upload their video – Leaderboards are created for each Coaching Challenge. Sales Reps learn from one another and compete to get on the Leaderboard.



TRACK RESULTS

Learning That Never Stops™ Coaching Platform. Helps you track results by individual and team progress.



Learning That Never Stops™ Coaching Platform helps organizations – increase sales, get higher margins, create more engaged sales reps and happier customers.

IMPLEMENTATION

With any coaching implementation you must have commitment from senior executives to support the need for coaching within their organization. Then, Sales Managers and Sales Teams must work together in a spirit of being the best sales organization in the industry. This means they must believe mastering product knowledge and foundational selling skills is a key element in being a Trust Advisor with their clients.

COACHING RESULTS



Using the *Learning That Never Stops™ Coaching Platform* will help get results. When Sales Managers practice coach specific selling skills – sales representative use those skills 40% more, leading to better business results. Coaching leads to a more engaged sales representatives and engages sales reps close more deals. All Sales Representatives will get a Personal Success Coach provided as part of the *Learning That Never Stops™ Coaching Platform* they will help 100% of your sales team hit their number.

This offering, like all others from NuVue Business Solutions, can be customized to help your organization achieve your Sales Effectiveness initiatives.