



Trustworthy[®] Selling

Keep productivity moving by engaging your financial professionals through Trustworthy Selling's virtual delivery!

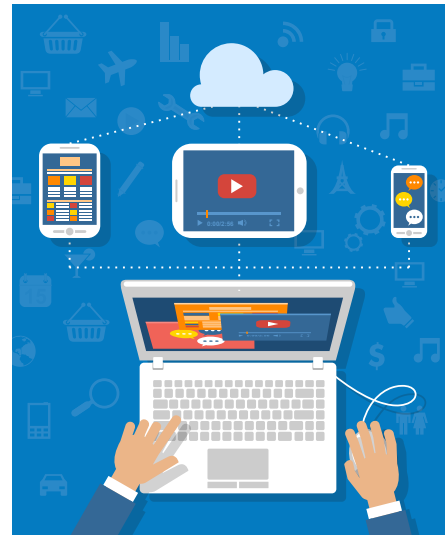
Virtual classrooms leverage the best of technology to make learning and development an easier, more convenient experience. Virtual learning also reduces costs significantly, while providing vastly superior reach and scale.

Trustworthy Selling Virtual Value Proposition:

- Ability to deliver a sales effectiveness training experience virtually.
- Virtual tools and resources to support facilitators and implementation.
- Flexible delivery options - create the schedule that works best for your training needs.
- Highly interactive and engaging with virtual breakout rooms, white boarding and more.

Benefits of Using a Virtual Classroom Approach:

- Bring together participants from different geographical locations.
- No expenses for travel, hotel & training facilities.
- Participants can participate on any device anywhere, anytime (*internet connection required*)



2.0 Professional Sample Program Calendar *Virtual Delivery*

2 weeks prior to class start date

Pre-work - *Participants complete the Personality Styles Profile (PSP) Assessment and watch Module One Videos*



Week 1 (2 hours)	Virtual Workshop - Module One: <i>The Trustworthy Selling Approach</i>
Week 2 (2 hours)	Virtual Workshop - Module Two: <i>Understanding Today's Consumer</i>
Week 3 (2 hours)	Virtual Workshop - Module Three: <i>Understanding and Adapting Your Selling Style</i>
Week 4 (2 hours)	Virtual Workshop - Module Four: <i>Business Development Strategies – Part One</i>
Week 5 (2 hours)	Virtual Workshop - Module Four: <i>Business Development Strategies – Part Two</i>
Week 6 (2 hours)	Virtual Workshop - Module Five: <i>Engagement Strategies</i>
Week 7 (2 hours)	Virtual Workshop - Module Six: <i>Collaborative Discovery – Part One</i>
Week 8 (2 hours)	Virtual Workshop - Module Six: <i>Collaborative Discovery – Part Two</i>
Week 9 (2 hours)	Virtual Workshop - Module Seven: <i>Gaining Commitment – Part One</i>
Week 10 (2 hours)	Virtual Workshop - Module Seven: <i>Gaining Commitment – Part Two</i>
Week 11 (2 hours)	Virtual Workshop - Module Eight: <i>Deepening the Client Relationship</i>
Week 12 (2 hours)	Virtual Workshop - Module Nine: <i>Seller Psychology</i>
Week 13 (2 hours)	Virtual Workshop - Module Ten: <i>Trustworthy Selling Capstone and Action Planner</i>

Virtual Coaching - Five structured performance coaching sessions