



All online training is accompanied by a Quota® workbook (sent to your home) and various training material (certificate, completion prize, Quota pen). Each course provides 5 hours (five one-hour online lessons) sessions between Quota® Instructors and your home office (exception of Quota® COACH™ which is 10 hours).

PROGRAM INVESTMENT

<p> QUOTA® - CORE SALES TRAINING This core sales program provides training on the sales cycle and 40 critical competencies to advance your sales success.</p>	<p>Please call for investment information</p>
<p> QUOTA® SYSTEM REINFORCEMENT PROGRAM™ For Quota® graduates. This program provides additional review and training on the core Quota® program and competencies.</p>	<p>Please call for investment information</p>
<p> QUOTA® ISSUE SELLING - ADVANCED SALES TRAINING QIS™ provides advanced training on solution selling and how to present your programs/services to senior level decision makers and owners of businesses.</p>	<p>Please call for investment information</p>
<p> QUOTA® TIME & TERRITORY MANAGEMENT™ TRAINING The QTTM™ program provides skills training on 4 critical areas: Time Management; Territory Management; Account Management and how to build a Territory Marketing Plan (TMP) for your territory.</p>	<p>Please call for investment information</p>
<p> QUOTA® B2C™ - BUSINESS TO CONSUMER SALES TRAINING This core sales program provides training to direct to consumer sellers (insurance; financial management; etc.) on the B2C sales cycle and 28 critical competencies to advance your sales success.</p>	<p>Please call for investment information</p>
<p> QUOTA® COACH - CORE SALES MANAGEMENT TRAINING (10 HOURS) This acclaimed training program covers the essential 12 core competencies of Sales Management. Extensive focus on hiring/coaching and managing.</p>	<p>Please call for investment information</p>
<p> QUOTA® CHARISMA™ - ENHANCED RELATIONSHIP SELLING TRAINING NEW! This program teaches the competencies required to build stronger client relationships and enhance personal selling.</p>	<p>Please call for investment information</p>
<p> QUOTA® SALES SELF LEADERSHIP™ - ADVANCED MANAGEMENT TRAINING This advanced Sales Management/Executive Management program teaches core competencies on: Improving impact with: Clients; Subordinates and Co-workers</p>	<p>Please call for investment information</p>
<p> QUOTA® DECISIONLAB™ - DECISION MAKING TRAINING Valuable decision-making information for any level in an organization. Skills addressed include: Decision making biases; formula and recognizing the difference between emotional and rational decision making.</p>	<p>Please call for investment information</p>