



“Having been in the consumer electronics business for over 20 years, I found that your training program was one of the best that I have attended. The entire session was informative, interactive and created a sense of competition and camaraderie at the same time.”

LINDSAY TAKASHIMA,
DIRECTOR OF SALES,
TOSHIBA CORP.

QUOTA® SYSTEM PROGRAMS

Quota® System Reinforcement Program™

Most sales managers will tell you about different sales training courses they have taken over the years. In most cases they will tell you they learned some new skills....and forgot much of what they were taught! This is why the QSRP™ (Quota® System Reinforcement Program) was designed!

Within a year of the Quota experience, QSRP™ is the perfect follow up and compliment to ensure that your sales team maximizes their retention of the competencies and skills learned during the core Quota® programs. Delivered in a full day format, the QSRP® provides development in:

- A review of the complete 40 sales competencies taught in the Quota® program



- New interactive exercises and roleplays to ensure core skill acquisition and effectiveness.
- A unique Quota® experience – Racing the Sales Highway! that ensures full participation and reinforcement of sales competencies!

In addition to the half day program, the Quota® facilitator may host a ‘Grand Championship’ at the end of the session using the Quota® Q’ube™ to determine who is the ultimate Quota® champion at your company. QSRP® combines fun, teambuilding, competition and reinforcement to ensure your investment in creating an elite team of sales performers hits the mark!