AllRegs helps you gain efficiencies, reduce risk and enhance ROI

With extended education, you can help take your team and organization to the next level. Sometimes, product training isn’t enough. Exposing your team to professional learning experiences improves communication, creates skilled problem solvers and keeps people engaged in their work. Maximize your AllRegs investment through extended education to not only increase operational efficiencies but build a team of strong, critical thinkers.

Benefits

- Educate managers and employees to connect with consumers
- Utilize tools to improve interpersonal skills
- Learn to create more compelling presentations
- Give your team strategies for recognizing difficult customers

Our flexible professional development packages meet different needs. The professional sales skills and professional soft skills course libraries are available as part of the Premium Subscription Package or can be purchased as individual libraries or courses.

For more information contact your Account Manager or call us (800) 848-4904.
Professional sales skills library:

Leverage the science of sales success
An introduction to the sales system to help you up your sales game.

Kickstart your pipeline
Focus on fulfilling promises, collecting proofs, and harvesting referrals to strengthen your relationship with customers.

Pitch like a pro
Turn suspects into prospects, qualify a suspect for interest, and set an appointment for the next event.

Build benefits your buyers buy
Identify true benefits in the eyes of your prospects and set yourself up for success.

Schedule the next event
Unlock a vital sales behavior that can immediately double your productivity.

Uncover needs and goals together
Uncover the reality of your prospect's status quo and set yourself up to make the most compelling offer you can.

Sell the solution
Understand what matters most to your buyers to help you propose, persuade, convince, and close the deal.

Solidify the commitment
Shift the action from you to the buyer to capture the biggest commitment possible right now and keep momentum moving forward.

Close difficult deals
Protect your claim on a current or potential prospect until you can bring the sale to a successful close.

Identify true buyer objections
Diagnose a prospect's hidden objection to eliminate the barrier or negotiate a work-around.

Manage objections gracefully
Minimize an objection by showing that the value of acting is greater than the fear of moving forward.

Professional soft skills library:

Business ethics
Assess ethical scenarios, create a personal code of ethics statement, and respond appropriately when faced with an ethics dilemma.

Coaching others
Gain insight into strategies to effectively coach others and avoid coaching mistakes.

Communicating effectively
Effective communication takes commitment and practice. Enhance your skills by exploring a variety of communication mediums.

Conflict resolution
Catch interpersonal conflict early and manage it long before it gets out of hand.

Creative problem solving
If your organization values out of the box thinking, this course is for you.

Customer service
Customer opinions, good or bad, spread like wildfire via social media. Is it true that “the customer is always right?”

Handling a difficult customer
Get strategies for recognizing a difficult customer and regulating your initial emotional response.

Interpersonal skills
Understand what these skills are and how to improve your ability to build harmonious relationships at work and at home.

Meeting management
Keep projects on track and move business agendas forward by making the most of your meetings.

Negotiation skills
Learn a straightforward approach to build confidence and achieve more mutually satisfying, win/win outcomes.

Presentation skills
Whether you’re presenting to executives or leading a session at a conference, this critical skill is an essential to advance your career.

Stress management
Stress isn’t just a personal issue; it’s also a personnel issue. Managing stress means better relationships, work performance and health.

Time management
The old adage states that “time is money.” Get important tips to get organized and make the most of your day.

Work-life balance
Get clarity in your personal purpose and priorities to help avoid burnout and disengagement.

Workplace harassment
Educate managers and employees to recognize and mitigate situations that could be construed as harassment.