

A COMPLETE SALES TRAINING LIBRARY CUSTOMIZED FOR YOUR OPERATION



POWERED BY:
learner MOBILE

WHY WE BUILT THIS

You told us you wanted it, so we built it. This 21-course library gives your frontline teams a clear, consistent approach to selling – and gives your managers the tools to coach, reinforce, and hold performance accountable. Every course is fully customizable, so you can add your own packages, promotions, pricing and unlimited club details before you deploy. All 21 courses are available in your course library today.

- + Give every greeter and CSA a proven approach to selling at the paystation
- + Equip managers to coach sales behaviors, not just track numbers
- + Plug in your packages, promotions, and unlimited club details
- + Build training that works the same way across every location

WHAT'S INCLUDED

FRONTLINE SALES

For greeters, CSAs and anyone selling at the paystation

- › Sales Foundations for Greeters
- › Recommending the Right Wash Package
- › Confident Upselling at the Paystation
- › Professional Communication at the Paystation
- › Unlimited Club 101
- › Handling Price Questions with Confidence
- › Reading Your Customer and Adapting Your Approach
- › Translating Features into Benefits
- › Selling During Busy, Slow, or Weather-Impacted Periods
- › Ending the Sales Interaction Positively
- › Turning Promotions into Conversations

SALES LEADERSHIP

For managers responsible for coaching, staffing and performance

- › Coaching Frontline Sales Behaviors
- › Observing and Diagnosing Sales Opportunities
- › Coaching Unlimited Plan Performance
- › Running Effective Sales Huddles
- › Using Sales Data to Coach Performance
- › Managing Sales Performance and Accountability
- › Reinforcing Sales Training Through Daily Operations
- › Training and Onboarding Greeters for Sales Success
- › Staffing and Scheduling for Sales Success
- › Understanding Sales Metrics

HOW TO MAKE IT YOURS

1

DROP IN YOUR DETAILS

Add your package names, pricing, unlimited club structure and any current promotions.

2

ADJUST THE LANGUAGE

Make it sound like your team and your brand while keeping the core approach intact.

3

ADD LOCAL CONTEXT

Incorporate real scenarios, site-specific-situations, and seasonal trends that your team will recognize.

4

CONNECT TO YOUR PROCESS

Tie the content to your sales expectations, daily flow and the metrics you're already tracking.

5

KEEP IT ALIVE

Use these courses in onboarding, daily huddles and ongoing coaching – not just once at launch.

Short on time? Every course in this library is ready to deploy as-is – no customization required. Customize when you're ready, or simply roll them out and get your team training today.