



ACADEMY COURSE GUIDE LIVE TRAINING / COACHING SERVICES

WWW.SUCCESS4OTHERS.COM 888.607.6031

A-LA-CARTE COURSES (ALSO OFFERED IN-HOUSE)

PSYCHOLOGY 101

One day class intended for anyone looking to understand why people buy. Learn the psychology of the modern consumer. Winning sales and preventing buyer's remorse.

CSR CUSTOMER SOLUTIONS RESPONDER

One day course designed for CSRs and Lead Coordinators. Maximize every opportunity to take your company to new levels!

THE MODERN TECH

This 2 day class for Service Technicians will guide you to become a true professional. Increase Maintenance Agreement sales, IAQ/accessory sales, and generate leads that sell!

CLOSERS ACADEMY

An advanced 3 day course for retail sales people. Learn a proven, successful, ethical sales process. Master the art of closing sales and winning referrals.

IN-HOUSE RIDE-ALONGS

IN THE TRENCHES (2,3,4 or 5 Days)

Let us ride with your Service Technicians and Sales People to close sales for you... And you keep the profits!

ELITE EVENTS

MILLION DOLLAR TECH SERIES

A series of one day events hosted in a local market for owners and service technicians to attend. Walk away with the skills needed to produce over \$1 million in revenue per year.

SUCCESS RETREATS

Recharge your team with a 2 Day multi-faceted team building experience facilitated by Success4Others. Break down internal barriers and boost morale while empowering your staff to take your company to the next level!

BUSINESS DEVELOPMENT PACKAGES

CUSTOM ANNUAL PLANS

- On-Site Training Visits (Spring, Summer, Fall, Winter)
- Ride-Alongs with Technicians & Sales People
- Monthly Tracking/Accountability Reports & Conference Calls
- Unlimited Phone Coaching & Support
- Bi-Weekly Email/Phone Goal Review
- All Class & Support Materials Provided

INDUSTRY NEWS & TRAINING VIDEOS

Connect With Us @ 888.607.6031

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