

AXESS SALESPRO™

THE TRAINING PROGRAM THAT DELIVERS RESULTS

Accessible, Actionable and Affordable!

Axess SalesPro™ is the industry's most comprehensive and interactive MPS sales curriculum and is delivered via convenient, web-based training technology. Each module includes certification testing with automatic reporting to management. Once your sales reps complete this training program, they will be ready to present the MPS value proposition and close more deals!

AXESS SALESPRO™ TRAINING COVERS THE FOLLOWING TOPICS:

- Understanding the MPS market opportunity
- Prospecting and identifying sales leads
- Executing an initial appointment
- Conducting an assessment; including capturing the actual spend
- Developing sales documentation and conducting on-site meetings to close the sale
- Proactively managing the account and expanding sales opportunities

AXESS SALESPRO™ ALSO PROVIDES CUSTOMIZABLE SUPPORT MATERIALS INCLUDING:

- Templates for account review, sales presentations and proposals
- MPS customer sales presentations
- Assessment tool kit including logistic documentation, interview questions and more!
- Sales talk tracks and objection handling

Axess SalesPro™ is the MPS training program that is accessible, actionable, and affordable. Because training is not an event, Axess Sales Pro™ is offered on a subscription basis.

Contact your sales rep or call 855-AXESS80 (855.293.7780) for additional information

