

OUR VIRTUAL APPROACH

The challenge of replicating a powerful face-to-face learning workshop experience into a fully virtual environment was first tackled by Revenue Storm in 2017. By 2018, rave reviews from participants led to a prestigious industry award for our engagement approach. Since then, with further refinements, Revenue Storm has expanded the approach to its entire suite of training workshops.

Our programs are based upon the flipped classroom method, leveraging self-paced learning, personal assignments, and group case studies. Engagement is heightened through friendly competition using leaderboard point tracking, contests, and earning badges. Participant responses are good, and often even better, than our world-class face-to-face experience.



BUSINESS OUTCOMES

- Reduced travel time and travel costs.
- More productive time, with less time out of the field.
- Stronger cohort bonding over the extended duration.
- Spaced learning is proven to provide better learner retention.
- Increased personal engagement by leveraging a greater variety of learning techniques.



ACCESS VIA PERFORMANCE SUPPORT PORTAL

- mLearning that provides foundational learning with self-reflection packages.
- eBook for deeper learning and reference.
- Assignments to be completed before class and group case studies to be worked on in class.
- Perpetual license to Revenue Storm's Sales Toolkit to gain valuable insights into sales opportunities.
- Downloadable job aids and a winning deal checklist to assist post class.

THE VIRTUAL TRAINING EXPERIENCE

The training experience is designed for sales professionals using the latest in neuroscience. Participants complete their learning assignments on their own schedule, before each weekly group session. Our high energy, interactive sessions allow participants to discuss and apply weekly topics to their real sales situations.

Programs are either two, three, or four weeks in duration with group virtual sessions at the same time each week, between two to four hours each. Shortly after training, most programs include a follow-up virtual coaching hour for each participant on an opportunity that is important to win, boosting their internalization.



TRACKING PROGRESS AND ENGAGEMENT

During the duration of the RevenueStorming Workshop, Sales Leaders receive updates on their participants' progress, including leaderboard updates so they can reinforce desired engagement and enable recognition opportunities.

Following the completion of the workshop, they also can review their team members' sales presentations, and live account work that has been completed. This enables Sales Leaders to leverage amongst their team, as appropriate.



ADDITIONAL VIRTUAL TRAINING PROGRAMS

Coaching to Revenue™ Workshop

- Build proficiency in high-valued coaching and a positive coaching culture.

Rainmaking for Account Leaders™ Workshop

- Create a Bold Account Vision to grow client value and revenues.

High Impact Messaging™ Workshop

- Create short, compelling sales presentations to enable the field to execute thought leadership conversations.

HIGH-LEVEL AGENDA

Kickoff

- 90 minutes

Session 1: Thought Leadership

- 3.5 hours

Session 2: Relationship Advantage

- 3.5 hours

Session 3: Win Strategy

- 3.5 hours

Ongoing Application

- Pursuit Coaching
- Create Pursuit Success Story

ABOUT US

Revenue Storm is a global sales performance consulting firm employing the latest in behavioral science to enable salespeople to reach and exceed their goals. Our singular focus is to improve client sales effectiveness with higher win rates and revenue growth. Revenue Storm's consulting, assessments, software, training, and coaching is delivered globally, in over 60 countries and in seven languages.

A YEAR OF LEARNING REINFORCEMENT IN THE FORM OF MONTHLY ECHALLENGES AND THOUGHT LEADERSHIP WEBINARS



"A great program to learn how to help salespeople gain perspective on complex deals and move the level of engagement with the customer."

EXECUTIVE

Fortune 500 Global Company

