

Why would I send my TM to LEAP?

More analytical, better critical thinking skills, more in-depth conversations with dealers
Mike Merritt, Sales Leader, TN DO

Prospecting. He took a huge LEAP in questions asked, how he handled himself, etc.

Dan graduated from LEAP in April of 2018 after joining S.G. Torrice in October of 2017. Dan's sales approach and sales call preparation has significantly improved with the implementation of the sales strategies presented at LEAP training. The role playing in particular was beneficial to Dan in improving his prospecting effectiveness, he is now #2 TM in new business development this year! His overall sales results have been trending up since April and as we approach year over year comparison, Dan's results will be significantly elevated due to the skills he learned at LEAP.
Thanks,
Paula Concannon, Field Sales Manager – American Standard S. G. Torrice Company

4 LEAP graduates in the 2017 Top Ten!

4 LEAP graduates in the 2018 Top Ten YTD June!

My TM came back with a strong understanding of Trane/IR's Winning Culture. The investment in our team's development was also a huge take-away.
Richard Rojo, Sales Leader, Arizona DO



LEADERSHIP | EDUCATION | ADVANCEMENT | PROGRAM

Since LEAP Russell's (Radney) confidence has sky rocketed. He feels secure talking with and challenging dealers when necessary. He is currently the #1 ranked TM in the country and hit his plan for the year on August 13th.
Sales Leader, Dallas DO

The structure is great, with off site training separated by time back in their territories to implement. I also think the ability for new TM's to network with so many others across the business is a wonderful bonus. The structure and processes they pick up from this training is hugely helpful, especially given the timeline under which it's completed. Given the resources and instructors involved in LEAP, it would be nearly impossible for a Sales Leader to replicate all that training in a one on one setting with a new TM.
Craig Johnson, Sales Leader, SC DO

Why would I want to attend LEAP?

Scott hit plan in his territory for Q1 (2018). That is the first time his territory has hit a quarter!
Mike Mascia, Sales Leader, KY/TN DO

My TM is seeking out NOO opportunities. He is thinking outside the box when it comes to finding business. He is much more confident in what he is doing. He is much more vocal in our sales meetings, and has been asked to lead some Sales Fitness sessions on things he has learned in LEAP.



LEADERSHIP | EDUCATION | ADVANCEMENT | PROGRAM

Mission Statement

To provide territory manager training, coaching & development through understanding

- IR Business
- Our Sales Processes
- Brands
- Products
- Programs



Over 48 subject matter experts deliver interactive and informative training. The TMs are given the opportunity to practice the skills taught during the sessions. Progress reports are provided to manager 3 times throughout the 12 week program.

- Tyler Residential Facility
- Lynn Haven Light Commercial Facility
- National Distribution Center
- IR Campus in Davidson



- Small group work
- Conduct in-depth research
- Report their conclusions and recommendations to leadership team in Davidson



- Take pre-test before first session
- Take on-line classes based on their performance
- Attend 12-15 virtual sessions interacting with 21 subject matter experts within our company and one outside vendor



Agenda

Tyler Residency Week

- Presentation Skills
- Residential Product training
- Introduction to Sandler Sales methodology
- Introduction to Dealer Development
- DiSC Behavioral Assessment
- Warranty
- Plant Tour

Lynn Haven Residency Week

- Business to Business Selling
- Light Commercial Product training
- Plant Tour
- Sandler Sales Training



LEADERSHIP | EDUCATION | ADVANCEMENT | PROGRAM

National Distribution Center Residency Week

- AS360/Trane360
- ASDealerNet/ComfortSite
- Introduction to NDC and Customer Service
- Sales Tools
 - Intentional Sales Call
 - Right New Dealer Acquisition
 - Owning the Sales Process
- Sandler Sales Training
- Warehouse Tour

Davidson Residency Week

- Capstone Presentations
- Graduation
- Leadership Presence Training
- Sandler Sales Training
- Take Back Your Life

Click on the link below to begin the application process to attend the Spring 2019 session:

<https://www.eiseverywhere.com/apply458810>

Cost: \$4,000.00

LEAP Refund Policy:

6 weeks prior to start date: Full refund

4 weeks prior to start date: 50% refund

No show or less than 4 weeks prior: No refund

2019 Sessions

Spring

Tyler: Jan 27 – Feb 1

Lynn Haven: Feb 25 – Mar 1

Bridgeton: Mar 25 – 29

Davidson: April 15 – 18

Fall (Tentative)

Tyler: Aug 18 - 23

Lynn Haven: Sept 23 - 27

Bridgeton: Oct 21 - 25

Davidson: Nov 18 - 21

Virtual Sessions

Brand and Marketing (Separated by brand)

Commercial Leasing

Dealer Development

Learning Management System and Learning Resources

Lowes and JCP Retail Program (Trane only)

Nexia and Ameristar Brand & Positioning

Nexia Diagnostics and Role of the FSR

Pricing for Replacement

Time Management

Territory Analysis

