



LEAP Begins 3rd Year of Territory Manager Training!

30 Territory Managers gathered in Tyler, TX on January 27th

LEAP is an innovative training program for American Standard Heating & Air Conditioning and Trane territory managers led by Tim Farmer, SBU Sales Excellence Coach and supported by the Learning Resources team. The mission of the program is for the TMs to understand Ingersoll Rand's products, people, processes and businesses.



30 Territory Managers from Eugene, OR to Fort Meyers, FL and San Antonio, TX to King of Prussia, PA



There are 8 Territory Managers representing American Standard Independent Wholesale Distributors, 10 representing Trane Independent Wholesale Distributors and 12 from the Trane DO channel in this session.

1st Row: Jordan Zdon and Nate Snyder (Ferguson), Tammy Briscoe (Butcher), Nathan Webb (Gensco), Jimmy Vinson (Shearer Supply), Erin Hawkins (Ferguson), Jeff Bennington (Indianapolis DO)

2nd Row: Nick Bergman and Mitch Oien (G A Larson), Robert Werner (Ferguson), Dottie Goebel (Midwest DO), Dan Beiting (O'Connor), Malissa Sandoval and Jordan Ash (South Texas DO), Bob DeWitt (Munch Supply), Belinda Dunlap (Midwest DO), Collin Seelye and Michael Greening (Shearer Supply), Scott Jivery (Indianapolis DO)

3rd Row: Marvin Parks (Dallas DO), Anthony Sanchez (South Florida DO), Sean Mulhollen (South Texas DO), Wes Fogleman (NC DO), Troy Tanner (Shearer Supply), Kevin Lance (Georgia DO), Michael McDaniel (Dallas DO), Perry Deeds (G A Larson)

Not Pictured: Seve Lara (Aces Supply), Ian Heist and Jack Hamilton (Ferguson)

Future Weeks	Clarksville TN: Feb 25 – Mar 1
	Bridgeton/Earth City MO: Mar 25 – 29
	Davidson NC: Apr 15 - 18



Mike McDaniel (Dallas DO) and Nick Bergman (G A Larson) get to know each other at welcome reception

Tyler Week Highlights



Collin Seelye (Shearer Supply) and Perry Deeds (G A Larson) play a getting to know you game with Michael Greening (Shearer Supply)

Sean Mulhollen (South Texas DO) introduces himself to the group



Jimmy Vinson (Shearer Supply), Jordan Ash (South Texas DO), Bob DeWitt (Munch Supply) and Malissa Sandoval (South Texas DO) listen as Tim Farmer (SBU Sales Excellence Coach) introduces the program

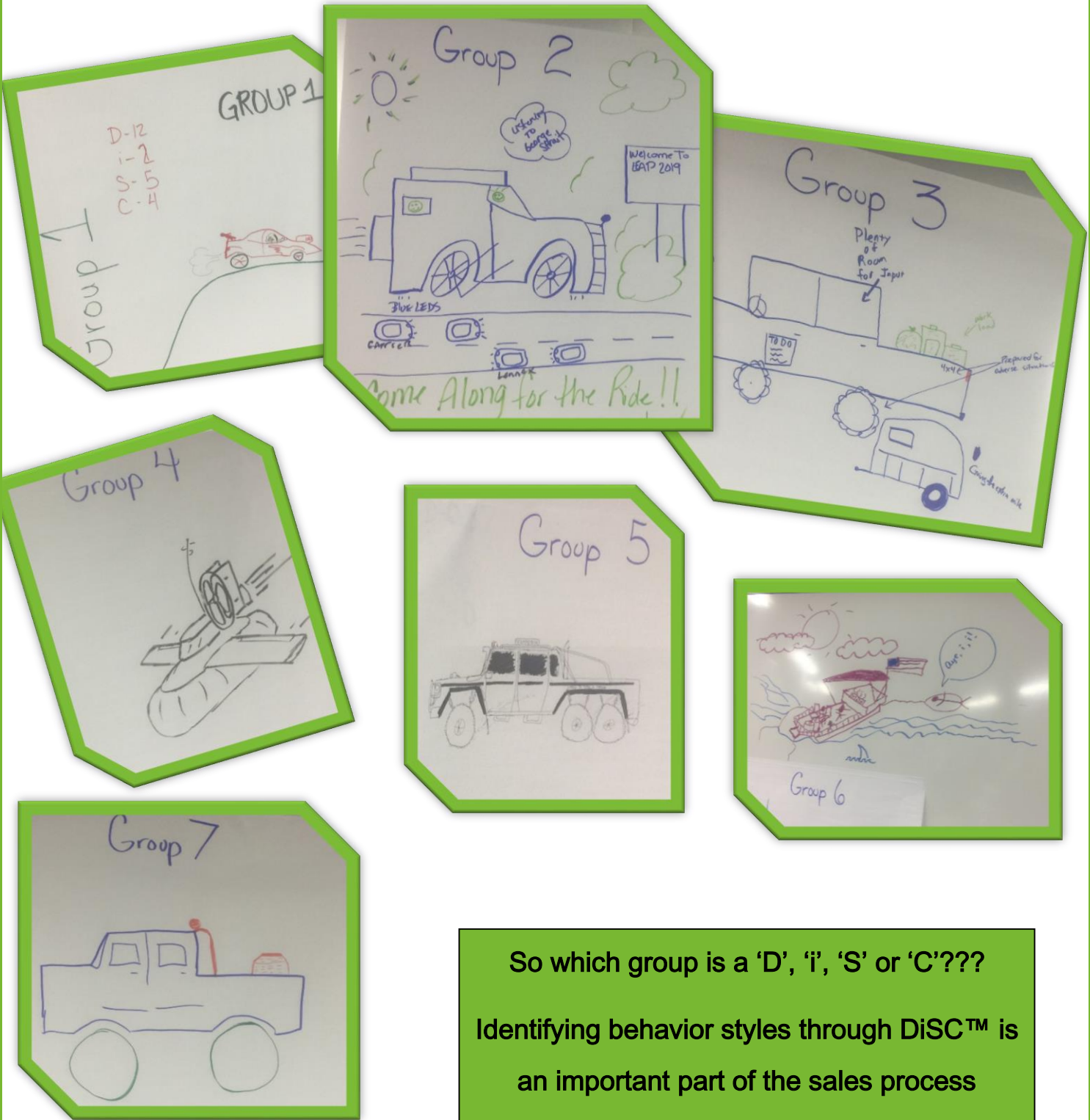


Tammy Briscoe (Butcher) finds out how cold it gets in the SEET lab

Russel Cox (Tour Guide) provides information to Tammy Briscoe (Butcher), Perry Deeds and Nick Bergman (G A Larson), Jeff Bennington (Indianapolis DO), Jordan Ash (South Texas DO) and Dan Beiting (O'Connor) during their tour of the Tyler plant



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So which group is a 'D', 'i', 'S' or 'C'???
Identifying behavior styles through DiSC™ is an important part of the sales process

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What did they learn in Week 1?

- Basic HVAC with Eric Weiss
- DiSC™ Behavior Styles with Desiree Collins
- IRSMX (Ingersoll Rand Sales Management Excellence) and IRSPX process with Tim Farmer
- Intentional Sales Call with Tim Farmer
- Limited Warranty with Mike Stephens
- Product FFB with the Product Managers
- Right New Dealer Acquisition Process with Tim Farmer
- Sandler Sales Training with Matt Rister
- Territory Analysis with Jason Lewis
- Tyler labs and outdoor plant operations with Tyler plant employees

Fall Registration site will be available soon
Watch future connections for the link

Fall Dates:

Tyler: Aug 18 – 23

Lynn Haven: Sep 23 – 27

Bridgeton/Earth City: Oct 21 – 25

Davidson: Nov 18 - 21

Want more information?

Contact: learningresources@irco.com