



## Territory Manager Training & Development

Providing training, coaching, and development to TM's across the Ingersoll Rand residential HVAC business. Invest in your team's development and elevate their skills for 2019.

### WHY SEND YOUR TMS TO LEAP?

- ▶ They will leave the program with a strong understanding of Ingersoll Rand's brands, products, culture, business and sales process.
- ▶ Build the confidence needed to handle any challenge.
- ▶ Network with other Territory Managers across the business.
- ▶ Develop better critical thinking skills, and ask more analytical questions.
- ▶ Exposure to over 50 Subject Matter Experts in all areas, from sales to service.
- ▶ Practice real-world skills in an interactive environment.

### OUTSTANDING RESULTS

- 🎓 14 LEAP graduates were in the 2018 Top Ten Sales Incentive Plan ranking all eligible Territory Managers Performance for the year.
- 📖 Progress reports are provided to manager 3 times throughout the 12 week program.



### Four Facility Visits

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



### Capstone Research

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



### Blended Learning

- ▶ 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



### 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



### Davidson Residency Week

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



### Bridgeton 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



### Virtual Sessions

- ▶ Brand and Marketing (Separated by brand)
- ▶ Commercial Leasing
- ▶ Dealer Development
- ▶ Learning Management System & Resources
- ▶ Nexia and Ameristar Brand & Positioning
- ▶ Nexia Diagnostics and Role of the FSR
- ▶ Pricing for Replacement
- ▶ Time Management
- ▶ Digital Marketing/Lead Generation

“ My TM is thinking outside the box when it comes to finding business. He is much more confident in what he is doing, more vocal in our sales meetings. He has been asked to lead Sales Fitness sessions on skills he has learned in LEAP. ”

- Sales Leader

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



Apply Today!

▶ LEAP FALL 2019 APPLICATION