

FEB, 2020



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 2020.

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

Four Facility Visits

- National Distribution Center Tyler Residential Facility
- Lynn Haven Light Commercial Facility
- 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

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



Fall 2020 Dates

LEAP Fall 2020

NDC: Sunday, August 16 – Friday, Aug 21

Tyler: Monday, September 14 – Friday, Sept 18

Lynn Haven: Monday, October 19 – Friday, Oct 23

Davidson: Monday, November 16 – Thursday, Nov 19

Apply Today:

<https://na.eventscloud.com/website/10990/>

Application Deadline: Monday, June 8, 2020



National Distribution Center Residency Week

- Introduction to Podium and Search Kings
- Ductless and IAQ Products
- Sales Tools
- Presentation Skills
- NDC Warehouse Tour
- Sandler Sales Training
 - Owning the Sales Process
 - New Dealer Onboarding

Weekly Agenda

Lynn Haven Residency Week

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

Tyler Residency Week

- Residential Product Training
- DiSC Behavioral Assessment
- Who is the Customer?
- Warranty
- Plant Tour
- Sandler Sales

Davidson Residency Week

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

Virtual Sessions

- Brand and Marketing (Separated by brand)
- Commercial Leasing
- Dealer Financials
- Learning Management System
- AS360/Trane360
- Digital Playbook
- Nexia Brand & Positioning
- Nexia Diagnostics
- Role of the FSR
- Time Management
- Territory Analysis

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