



SKILLS TO SUCCESS™ WORKSHOP

Xvoyant is committed to your successful implementation of our technology. We've developed our Skills to Success workshop to ensure that your selling stages, activities, and skills are in alignment with your coaching needs and capabilities.

The workshop identifies high and low value activities and key skills and resources to help you successfully integrate goal setting and tracking to drive positive sales outcomes. Most importantly, we help you learn how to leverage your organization's sales data and processes into a competitive advantage for faster, better decision making.

Takeaways from the workshop include:

- An understanding of basics of the Skills to Success process
- How your unique sales process fits in.
- How sales stages, activities, skills, and resources fit into the Xvoyant and Salesforce tools.
- A clear path to increase quota attainment, meet sales goals and create a collaborative, successful coaching culture.

Xvoyant collects the information we need to configure the software for your company prior to the workshop. We work closely with Sales Ops and/or Sales Enablement teams to ensure that data mapping and setup will be quick and easy.

In the workshop, we work with sales leaders to collect stages, high-value activities, competencies and skills from their organization that comprise the basis of Xvoyant's Skill to Success™ model. The Skills to Success workshop taps the "best practices" of your top performers and gets sales managers excited about getting the tools and help they need for becoming world class coaches.

Built native in Salesforce™, Xvoyant quickly maps to your field structure, processes and activities. The workshop helps you set up your unique working environment to ensure adoption and enthusiastic use.

"The workshop was as fun as it was informative. We learned a lot about our processes and how our activities and skills map to our stages. We're ready to implement Xvoyant and we're confident we'll be successful in the process."

—Sales Enablement Director

WHAT YOU WILL LEARN

When you leave the workshop, you will have an enhanced understanding of:

- **Processes**—Your unique processes are the basis for creating a coaching program. The workshop helps identify coachable selling processes and ensures that they are optimized for coaching and management alike. We help you transform and model your salesforce data for predictive, rather than descriptive purposes.
- **High Value Activities**—Not all activities are created equal. Activities have various impacts on starts, velocity, closing, etc. The workshop identifies which activities influence opportunities in the various stages and which impact the bottom line the most.
- **Skill to Activity Mapping**—Outcomes are based on processes. Processes are based on activities, and activities are based on skills. Xvoyant allows you to connect your sales stages, skills and activities to pinpoint opportunities to help salespeople level up.
- **Xvoyant Setup and Use**—Everything you need to get set up and running in Xvoyant is covered in the workshop. This includes the installation of Xvoyant technology and implementation in your Salesforce instance. Although the process is intuitive, Xvoyant will be there to walk you through and ensure that your experience has the best possible outcome.

“Xvoyant’s Skills to Success workshop is fun and enlightening. The data they gather is extremely valuable and their recommendations are spot-on. This is an excellent way to begin implementation.”



—John Stillings, Zions Bank



Contact us today to learn how a Skills to Success Workshop can help ensure a successful launch of Xvoyant technology.



sales coaching technology

801.550.1002

| www.xvoyant.com

| info@xvoyant.com