

# ADVANCED WIRELESS SALES TRAINING

## BECOME A TRUSTED ADVISOR

INCLUDES  
JUMP START  
ONLINE  
CERTIFICATION



**INTERACTIVE EXERCISES • ROLE-PLAYS • LECTURE • DISCUSSION • SALES TECHNIQUES • NETWORKING • ACTIVITIES**

This two day intensive course, held at the OFFWIRE campus in Omaha, is designed for Trainers, Regional Managers, Store Managers, and Sales Associates with growth potential. Participants will discover the key elements to becoming Trusted Advisors in the industry, gain valuable sales skills and product knowledge, learn how to generate repeat business, and create a buying environment that yields three accessories and \$45 in profit for every phone out the door.

## WHO SHOULD ATTEND?

### ■ Training Managers, Trainers and Facilitators

- Techniques and strategies you can use to help your teams quit selling and Make Buying EASY through becoming a Trusted Advisor.
- Increased accessory and overall Phone and Feature Attachment Rates through bridging the gap between satisfaction and loyalty.
- Valuable product and industry knowledge you can pass on to your teams increasing confidence and boosting sales
- Discover training resources, exercises, role plays and other material you can access and utilize immediately

### ■ Retail Sales Associates with growth potential

- Learn the essential tools to becoming a Trusted Advisor to your clients taking your sales game to the next level
- Increase commissions through improved attachment rates, repeat business and referrals
- Gain valuable industry and product knowledge

### ■ Regional, District and Store Managers

- Increase accessory and overall Phone and Feature Attachment Rates for your store or region
- Discover techniques to help your staff quit selling and Make Buying EASY through becoming a Trusted Advisor
- Learn how to create a buying environment at each location that yields a minimum of 3 accessories and \$45 in profit for every phone out the door
- Exciting and easy to implement team building and accountability tools to keep your team focused and motivated

*Attendees receive a complimentary backpack filled with over \$300 worth of free accessories.*



Contact us at [training@offwire.com](mailto:training@offwire.com) with questions or to enroll members of your staff in the Advanced Wireless Sales Training.

WWW.OFFWIRE.com

1.888.OFFWIRE

# REGISTER TO ATTEND NOW!

We are currently accepting applications for our next session being held at OFFWIRE in Omaha.

## March 13<sup>th</sup> & 14<sup>th</sup>, 2012

Cost is \$495 per person ▪ 100% Money Back Guarantee

Please contact your Account Representative to register today.

Limited space is available. Deadline to register is February 29, 2012.

**\*\*BUY 3 GET 1 FREE\*\***

## AGENDA

### DAY 1

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12:00 pm - 12:45 pm	Lunch at OFFWIRE University—Provided by OFFWIRE
12:45 pm - 1:00 pm	Facility Tour
1:00 pm - 3:30 pm	Wireless Sales Training
3:30 pm - 3:45 pm	Break
3:45 pm - 6:00 pm	In-Depth Product Training
7:00 pm - 9:00 pm	Evening Reception and Dinner—Provided by OFFWIRE

### DAY 2

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7:30 am - 8:30 am	Continental Breakfast at Hotel
8:30 am - 12:30 pm	Role Playing: Approaching Customers, Probing Questions, Closing the Sale, Handling Difficult Customers, etc.
12:30 pm - 1:00 pm	Closing Ceremony
1:00 pm - 1:30 pm	Depart for Airport or Begin Travel to Return Home

**Each participant will receive an OFFWIRE University backpack filled with various cellular accessory gear valued at over \$300.**

## CHECK OUT WHAT OTHERS ARE SAYING ABOUT OFFWIRE'S ADVANCED WIRELESS SALES TRAINING:

*"I have been to a lot of training/sales class(es)—This has been one of the most enjoyable and engaging. I want all of my employees to experience it."*

*"This training is a great way for those new to wireless sales to grow their product and process knowledge. It is also a great resource for seasoned sales people to build on their skills."*

*"It was amazing. It completely changed the way I think of the sales process. I honestly believe this will increase my sales and customer satisfaction."*

Visit: [www.youtube.com/user/OFFWIREU](http://www.youtube.com/user/OFFWIREU) to view testimonials from past Advanced Wireless Sales Training attendees. Contact us with any questions or comments at [training@offwire.com](mailto:training@offwire.com)

\* OFFWIRE must be notified 3 weeks or more before any scheduled Advanced Wireless Sales Training session in order to receive a full refund for registration costs for any attendee. Cancellations made inside three weeks but in advance of 48 hours, prior to a scheduled session, will receive a credit to send the same or a different associate to a subsequent training session. Cancellations made within 48 hours of the scheduled session will forfeit their registration fees. Minimum class size is 10 attendees. OFFWIRE reserves the right to cancel any training session should enrollment not meet the minimum required attendance. OFFWIRE will notify clients of any cancellation and credit fees toward any future Advanced Wireless Sales Training class.