



## Slash Time to Revenue with UPTick™ Sales Onboarding

**381 days:** that is the amount of time it takes for a new hire to match a mature Sales Rep's results. Shaving days, weeks or months from your Ramp Rate can make a big difference to Sales outcomes. Selleration delivers flexible, modern sales onboarding to reduce Time to Revenue.

### Safe, risk-free role-play increases Sales proficiency

Training Industry tells us it takes 381 customer conversations before a new rep achieves Sales Proficiency. What if you could accelerate your Onboarding process and Time to Revenue in a risk-free, efficient way, with no customer relationships harmed in the process?

Are you able to simply and rapidly evaluate new Sales Representatives strengths and weaknesses, and then design a Sales Training program customized to address those gaps?

Do you have a "Learning Cadence" program that automates and delivers a sales training curriculum to fit the needs of your new Sales hires and address skill gaps?

### Introducing UPTick Onboarding for Sales Readiness

A modern, consistent, and automated approach to onboarding sales reps is now here! Available on mobile devices, tablets or laptops UPTick Sales Readiness software enables a customized Sales Onboarding experience that includes:

- A baseline Selling Judgment and Skills Assessment
- 3D Animated role-play Sales simulations
- Innovative Virtual Reality Positioning and Pitches
- Gamified industry/company/product/market training

### CUSTOMER PROBLEM

*It's costly to onboard a new Sales Rep; often inflexible and ineffective*

- Time to Ramp, Time to Revenue too long
- Training not effective – only retain 10% of what we hear
- Geographic limitations and timing constraints
- Lack of standardization, inconsistent messaging and training practices
- Endless pressure to do more with less benefits

### SOLUTION

*UPTick Onboarding for modern training that sees/hears/does:*

- Identifies skill strengths and weaknesses and prescribes custom training to fill gaps
- Automated, simulated role play
- Virtual reality capabilities teach positioning
- amification element covers policy/industry/terms
- Available via mobile, tablet or laptop devices situations

### BENEFITS

*Rapidly, effectively and consistently onboard Sales Reps*

- 3D animation and virtual reality enhance engagement, **increase Retention (up to 90%) Time to Ramp**
- Engaging / effective onboarding accelerates **Time to Revenue**
- Decentralized training for **cost savings, flexibility**
- Customized training optimizes Sales Pro's overall performance, **increasing revenues**

## Evaluate each new hire's Sales DNA

During onboarding, you can evaluate your new hire's Selling Behaviors. UPTick can help you measure fourteen key attributes like

- Achievement Drive
- Leadership
- Self-starter
- Work Ethic

In so doing, you create a baseline that assesses strengths and weaknesses, and how your newest Sales Pros stack up against known winners in the organization. The assessment identifies areas of improvement so you know where to invest and train.

## Role-play simulations are flexible and effective

Role-play universally appears on Sales Training agendas as an effective (and active!) form of training sales professionals. UPTick offers 3D animated role-plays: scalable, risk-free and flexible, available to take anywhere on a mobile device or laptop. Selleration covers all aspects of the Sales cycle, which can be incorporated into a Learning Cadence:

- Sales Foundational skills / creating rapport
- Prospecting
- Discovery – Needs Analysis
- Presenting skills
- Objection Management
- Negotiating and Closing the deal

Even All-Star basketball players practice shooting hoops. Your Sales Pros can sharpen their skills in this way too.

## Virtual reality “Pitch-a-thon” reaffirms key training

UPTick uniquely offers a new virtual reality (VR) capability that enables companies to cement their Elevator Pitch or positioning in a brief, visual, and life-like VR training experience. Pioneered in conjunction with Selleration customer John Hancock, this add-on can be customized for you today for an innovative, world-class onboarding experience.

## Gamify Industry Training with UPTick

Integrate industry, company and product knowledge into a competitive and fun format with UPTick's Trivia Game. Customize questions and pit new sales reps against each other for friendly, effective and fun training.

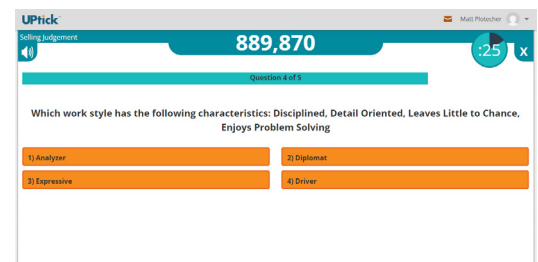
Remaining competitive today requires modern methods. UPTick delivers Sales onboarding that sets you up for success. Contact Selleration today at **917.780.2009** to learn more.

*Uptick as it is right now for Onboarding is fantastic! It makes Purina training proactive and agiles.*

Gene Feldman  
Global Training Manager, Nestle Purina



*Uptick uniquely offers a new virtual reality capability to cement your Elevator Pitch*



*UPTick's Trivia Game is a fun way to introduce new material*