

# ROI-E's Explained

**Designed to deliver a measurable return on your investment, our ROI-E's process allows us to partner with our clients in three ways:**

- 1. Examination Stage** – Our Team Insight™ tool helps the salesperson become self-aware of their own behavioural skill gaps – this makes for a more “training receptive participant” that will learn and apply the skills learned in the classroom, leading to greater success in the field.
- 2. Execution Stage** – We then develop a rigorous training plan that is tailored to the skills gaps identified during the Examination Phase, making the training more relevant to the participants. The principles learned are then reinforced One-on-One in the field for a period of 9-12 weeks.
- 3. Evaluation Stage** – We evaluate the impact of our working together to ensure that we produced an ROI for your company, using our patented Measurement technology. During the Examination stage, our Team Insight™ provided a skills benchmark. After the training is completed and at the 6-month mark, we can now measure how these skills have improved using our Behaviour Impact™ technology.

The ROI-E's is a proven and successful process that has made dramatic improvements in the sales performance for companies in a wide variety of industries. To learn how this process can work for your organization, call **Gino Sette at 905-306-3431** or [sales@salesfactor.ca](mailto:sales@salesfactor.ca)