



 CharTec®

TRAINING LAB: Sales Edition

Discover Sales Success

Send your entire sales team to learn the proven CharTec sales process from our expert **CEO trainer, Alex Rogers**. Through role-play and practice, after four days your sales people will be prepared to sell any managed service deal, and you will have the video to prove it.

- Training in answering all objections and poisoning the alternatives in managed services sales.
- Sales discovery with live-action roleplays to uncover every officer's pain points, concerns and desires.
- Practice a winning presentation that shares true ROI for any potential prospect and receive your video to take home.

Training Lab



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