

STANLEY®

Security

Stanley Interactive - Sales



Course Aim

To provide our sales team members and managers with the relevant product and sales specific information in order for them to be able to confidently sell the product to our customers



Who Should Attend?

Sales people at all levels up to and including managerial. This could also serve as a refresher to sales people

Technicians wishing to understand more about the sales process



Course Duration

This is a 1 day course.



Certification

Must be nominated by line manager for this training

Must have completed the online training on the alarm.com partner portal



Agenda

- VOC Survey - 2018
- Product Overview
- Features/Differentiators
- Video
- Skybells (Doorbell)
- Commercial
- Packages
- Resources and Tools

