



**It's all about
better sales
results.**

Create and sustain a team of skilled professionals that gets better sales results.

With Sherpa Ascend, you can marry sales technology with sales methodology to create a high-performing sales team.

The data is clear: with Prospect-Centered Selling® (PCS) conversion rates grow, on average, by 64%.

You can do it.



E-learning Subscription

UNLIMITED USERS PER COMMUNITY

FORMAT

- Self-guided courses, online 24/7
- Ideal for orientations for new employees, in-service training and continuing education
- Admin tools to monitor and manage staff participation

OUTCOMES

- Introduce the PCS methodology to operations and support roles
- Align and standardize prospect and resident engagement skills throughout your organization to unify your customer experience
- Regularly refresh best practices

Virtual Classrooms Subscription

UNLIMITED ATTENDANCE PER COMMUNITY

PCS FUNDAMENTALS

- Expert-guided virtual classroom that focuses on the sales process
- Ideal for community sales teams and executive directors
- Each classroom is a 5-day series of 90-minute interactive sessions

OUTCOMES

- Improve your ability to connect, untangle and advance prospects through their own personal journey to accept change
- Reinforce the fundamental behaviors of PCS as an integral part of your daily sales process

PCS LEADERSHIP

- Expert-guided virtual classroom that focuses on sales leadership
- Ideal for executive directors and company sales leadership
- Each classroom is a 5-day series of 90-minute interactive sessions

OUTCOMES

- Use analytics to set goals, manage your sales pipeline and identify coaching opportunities to mentor best practices that improve results
- Align sales vocabulary, metrics, and reporting in your organization

Sherpa Ascend Subscription

Sherpa Ascend includes both Virtual Classroom and E-learning subscriptions at a discounted price.

All subscriptions require a 12-month initial term and are month-to-month thereafter.