



sherpa virtual classroom



- Advance your understanding of the implementation of the PCS methodology
- Reinforce the fundamental behaviors of PCS as an integral part of your daily sales process
- Ideal for community sales teams, executive directors and company sales leadership



Elevate your sales performance with Prospect-Centered Selling

PCS Fundamentals Virtual Classroom is four days of live, interactive coaching led by senior living sales experts. Our trainers have decades of experience using Prospect-Centered Selling® (PCS) fundamentals in their own sales teams as well as mentoring others in both the methodology and metrics. As a result you will learn sales behaviors that make better connections with prospects and lead to higher conversions.

PCS Fundamentals Virtual Classroom

Sherpa's Virtual Classroom is a **4-day** series of **90-minute** sessions. During the series you'll have the opportunity to:

- Explore proven sales strategies that focus on empathy, connection and trust-building
- Understand how to help prospects untangle their emotional resistance to change
- Plan meaningful advances that accelerate sales conversions
- Learn the qualitative sales metrics that lead to better results

Join senior living sales professionals and expert instructors to collaborate and share insights on using PCS in your daily sales process.

\$ 900 per attendee

Email training@sherpacrm.com to get started.