



sherpa virtual classroom

- Accelerate your daily sales strategy and results using Prospect-Centered Selling®
- Four 90-minute sessions across four weeks (one session per week)
- For Sherpa CRM users only



Build and sustain a successful Prospect-Centered Selling culture across your organization.

We work with your leadership team to find ways that Prospect-Centered Selling (PCS) can become an integral, long-term part of your sales culture to increase sales performance and complement operations at your communities.

PCS Leadership Virtual Classroom

Sherpa's Virtual Classroom is a series of **90-minute** sessions across **4 weeks**.

- Work with experts with decades of PCS experience
- Align sales metrics, goals and communication in a way that compliments your operational culture
- Empower your sales teams to use PCS to build stronger relationships with prospects and convert more higher-functioning residents who are "ready" to move

Join senior living sales professionals and expert instructors to collaborate and share insights on using PCS for a successful, sustainable sales culture.

\$ 900 per attendee

Email training@sherpacrm.com to get started.