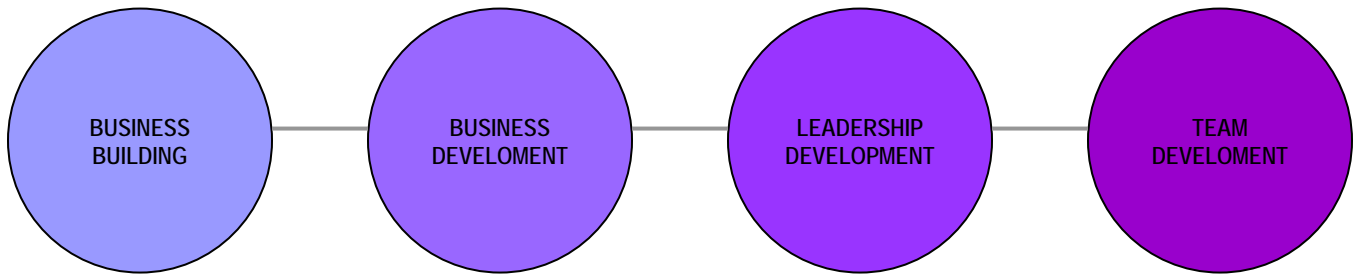


# PROFESSIONAL DEVELOPMENT

Many organizations claim that people are their most important asset – and according to **The Harvard Business Review** (March 2004) that's pretty smart thinking. Why? Because companies that invest in employee development (double their competitors investment) outperformed the S&P 500 by more than 17%.\*

**Are you investing in your most important asset?**



## Courses:

HR Administration	Developing a Sales Culture	Leadership Assessment	Setting Expectations
Pre-Employment Selection	Adopting a Sales System	Leadership Styles	Stages of Team Development
Recruitment and Retention	On-Boarding New Sales People	Communication Essentials	Communication Essentials
Behavioral Based Interviewing	Building Essential Sales Skills	Building Collaboration	Team Tools
Regulatory Issues	Keeping the Skills Alive	Execution	Working in Concert
Performance Management	Incorporating Incentives	Creating Accountability	Getting Results
Relationship Management		Systems Thinking	Organizational Alignment

\*The authors' research measured the effect of spending on employee education and training on the stock of 575 publicly traded companies between December 2001 and January 2004