SKO Must Haves

		What it is:	What it Looks Like:
1	**Pep Rally Vibe**	Everyone should feel more inspired, energized, uplifted and ready to tackle the new year ahead.	Theme, music, team-building, cross-functional interaction, awards, recognition
2	**Product/Services Education**	Build individual confidence in the products/services to sell, knowledge about what's knew, and what's different from everyone else	What's new, what's better, what's different from "them", what's the customer value, why should anyone be excited?
3	**Sales Skills Development**	Everyone gets rusty. Where are the skill gaps. Pick 1-2 to go deep and reinforce at the SKO	Breakout sessions, learning objectives, identify desired behaviors, set expectations
4	**Intentional Practice**	Make it stick.	Sitting and listening is not learning. Practice – live, what is taught.
5	**Post-SKO Momentum Plan**	Don't let everyone forget what just happened. Have a plan to reinforce what they learned.	

Now booking SKO Programs: Contact Us for which one is right for you: call: 301-4-PRO TIP | Karlyn.Kieffer@ProTipPartners.com