

# Freedom Sales System

## 14-in-01 Mega Bundle





# Do Your Managers Get **Amazing Results** out of their Teams?

COVID-19 has taught us that **people who LEAD** can bring Success or Failure to your business. **Your Store Manager is the Mini CEO**, who has to struggle with **People, Productivity, and Processes**. It is crucial that he has the needed **Skills, Knowledge, and Attitude** to perform his role and get the best from his team.

By the end of this training program/journey, the Store Manager becomes competent in **all areas** of managing People, Productivity and Processes. **This Program takes the Manager at any level he is currently and transforms him and his team.** The skills and knowledge can be transferred to one or many in the team, saving you training and development costs, over and over again.

Everything we've learned over the past 30 years about **what managers must absolutely do to develop and coach high-performing teams**. This Course is packed with the world's best knowledge and practices.



**Join The Program**

01



## **Selling Skills Mastery**

Learn Selling Skills and Improve your Sales

02



## **Customer Experience Mastery**

Learn to Deliver Unbelievable World class Customer Experience

03



## **Retailing During COVID-19**

Learn to be more Productive, provide excellent Customer Service and Sell during COVID

04



## **First Time Manager**

How to become a GREAT First Time Manager

05



## **The Masterful Virtual Presenter**

Learn to have an interactive dialogue and present virtually



06



**Store Operations**

Learn how to Efficiently and Profitably run Store Operations

07



**Visual Merchandising**

Learn everything about Visual Merchandising

08



**Hiring and Retaining Staff**

Learn to Hire The Right Staff by Interview Process

09



**Loss Prevention**

Learn to become Aware and Prevent Theft

10



**Train the Retail Trainer**

Learn to become a Trainer and a Coach

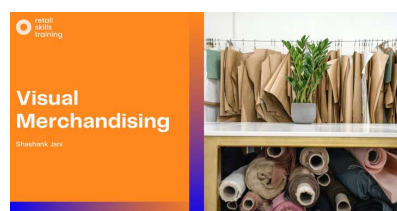
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## DiSC Sales

Learn the skills to adapt to Customer's Buying Preference and Expectations and Sell more

12



## Complete Manager Blueprint

24 LIVE Training Sessions to become a Complete and Effective Manager

13



## Interviews & Motivational Videos

Learn from International Gurus I have interviewed and Motivational Videos

14



## Lifetime Access To Community

Learn from Peers and Share your Learning's  
You are NOT Alone

# Training Challenges


# Training Challenges

**Let's take a look at the necessary skills required for a successful salesperson**

While there could be many variations or additional elements, some key skills would include:

1. Planning
2. Approach and Reapproach
3. Understanding Customers Need
4. Creating solutions
5. Objection Handling
6. Negotiating
7. Closing
8. Relationship Management

While all three sales associates experience challenges as a result of the failure of application, they are also different and personal



**01**

**A Sales Associate fails to find out Customers Needs**

**02**

**A New Sales Associate does not know how to answer objections**

**03**

**A New Sales Associate struggles to prioritize his assigned tasks**



# Training Challenges

**Store Managers have a business to run and are too busy to focus on Training**



**You have to Onboard and Train new staff**



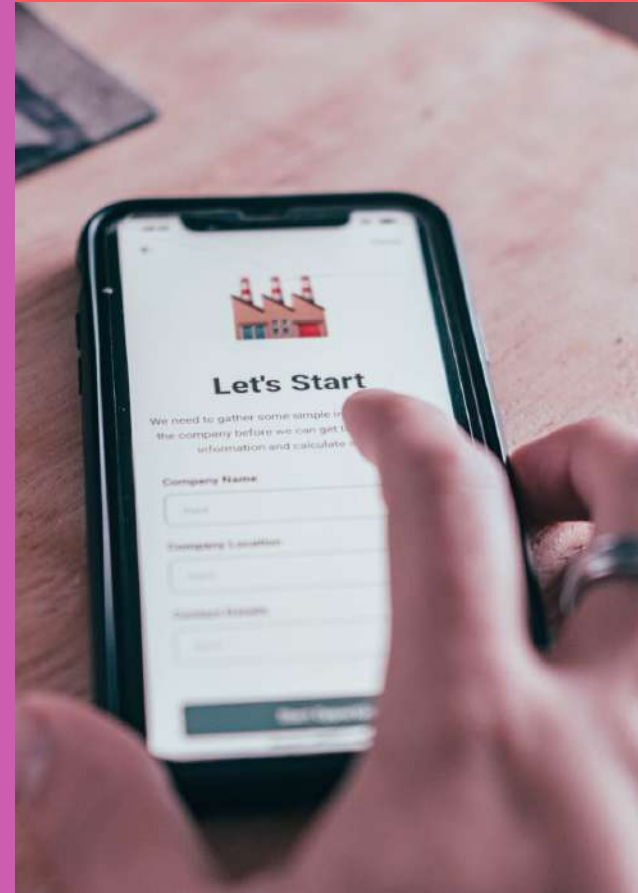
**Whether you have 1 or 100+ stores; you need consistency in Training**



**Store Managers are not trained**



**Teams consist of various levels of experiences; so how do you leverage on Team Strength?**



**Due to COVID-19, Face-to-Face Training has become difficult**





# Training Challenges

Some challenges are universal to all types of training.

Sales training presents its own set of unique challenges, as well:

Employees are too busy for training. They have other priorities.

Employees think they already know the material, so they don't want to attend.

Training has a bad reputation, so employees avoid it like the plague.

Competitive landscape is always changing.

Sales best practices are evolving

Customer needs are adapting

New products are launched.

Systems are hard to use.

Products are being improved constantly.

Nothing seems relevant anymore.

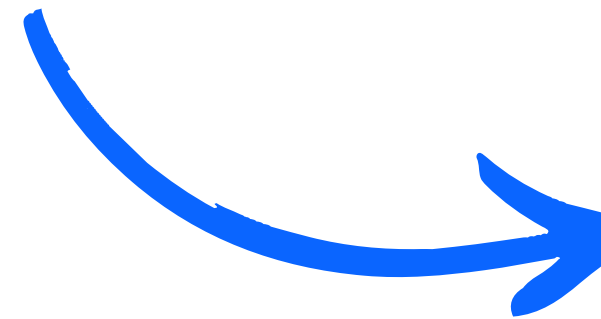
# Are your Managers **Trained?**

Do your Managers get **Amazing Results** out of their Teams?

- Super Star Sales Course is included PLUS...14 Courses
- Store Manager Training for Lifetime
- Weekly Q&A
- 24 LIVE Sessions on Management Development Programs
- Train the Retail Trainer
- GO LIVE! Interact and Motivate the team through the app features
- Upload your own Content in videos, pdf, excel
- Measure Individual and Team Performance

**LEARN ON THE GO!**

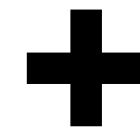
Catch up on or learn new techniques  
to perform better in-store!





# Join a **LIFETIME** Journey of Learning!

Once you join the **Freedom Sales System**, you get access to **all 14 bonuses for life!**



**You also get lifetime access to Weekly Q&A** and other amazing addons for being part of the **Freedom Sales System Community!**

## Microlearning

Bite-sized content curated to deliver short bursts of quality learning



## Interactive Quizzes

Create or attempt quizzes to analyze yourself or team, and find out what needs to be worked on!



## Analyze yourself

Comparative analysis to self-assess and find out where you can improve



# What Learners Want?



# What Learners want?

In order to fit into the modern sales professional's life, management training needs to have an **entirely new genetic makeup**.

COVID-19 requires more **flexible access to learning** while they are **on the job**. That means looking to **develop, acquire, and deliver** learning that has these characteristics.

Then organizations must utilize a **blend of methods** of sharing knowledge and driving performance.

2017 Brandon Hall Group

"I want to be relevant  
to my role, location and  
development path"

-Contextual-

"It needs to be short,  
I prefer videos and  
quick updates."

- Small -

"I learn better everyday  
and on an ad hoc basis."

- Informal -

"Learning should be  
when I have time and  
when I need it."

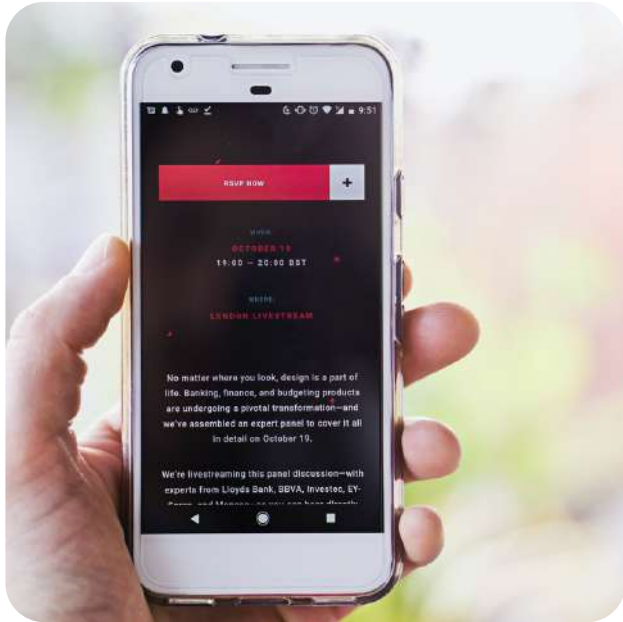
- Mobile -

"I prefer peer discussions  
and recommendations."

- Social -

# The New DNA of LEARNING

**Microlearning** – small bite-sized learning



**Learning through videos**



**Story Telling**



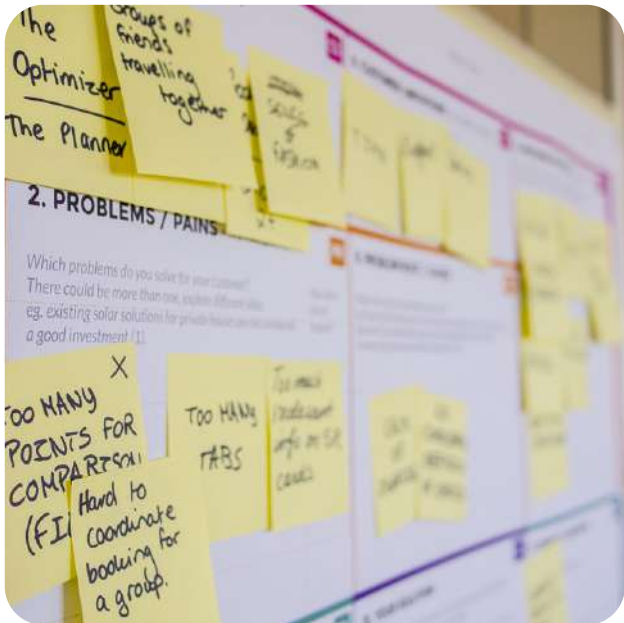
**Gamification** – Fun during Learning



**Ask the Experts**



**Get Answers**



**Create New Knowledge Assets**



**Validate through Peer-Review**



**Track and Reward**



# Solutions We Offer

# Microlearning

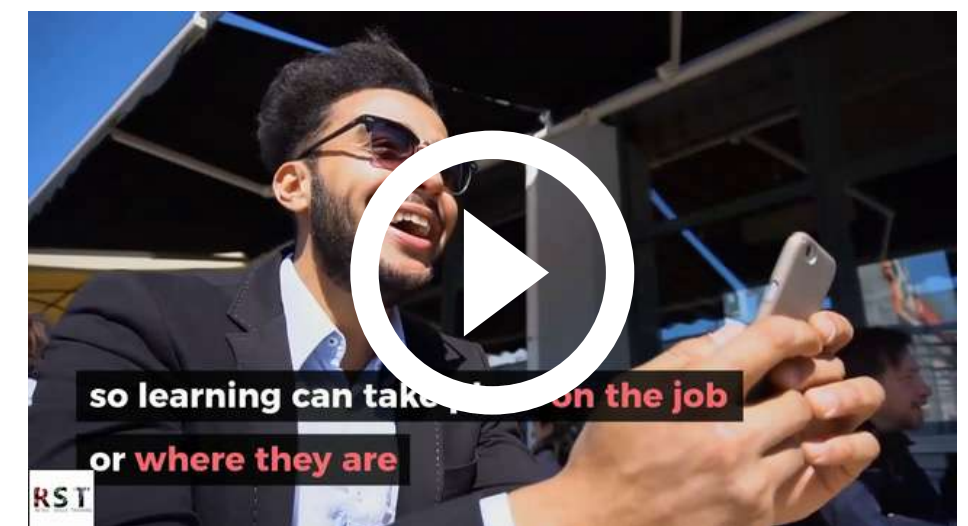
Refers to an **educational approach** that offers bite-sized, small learning units with just the necessary amount of information to help learners achieve a goal and has what you need to make **business-critical behaviors** stick.

The lessons are **fun, fast-paced, and positive** – designed to not only teach, but also to **engage and inspire** your sales staff.

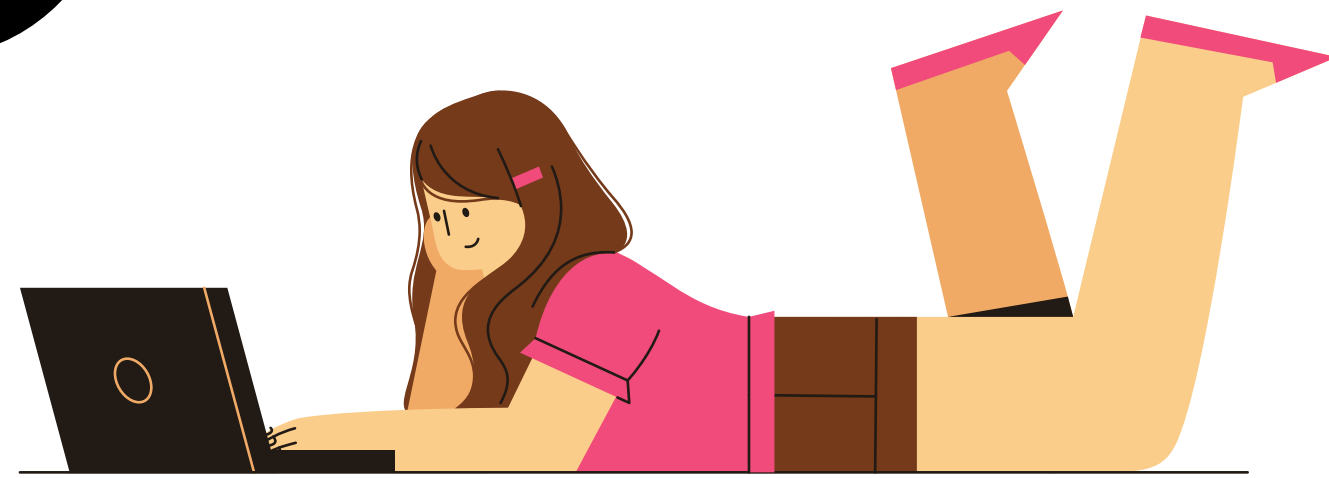
- **Just in Time Learning:** serves your associates with focused, bite-sized bursts of information in the way humans learn best, continually adapting to fill their individual knowledge gaps
- **Just what is Needed:** All of this comes wrapped in an experience that fits right into the workflow—**for just 3-5 minutes a day**



Watch This Video:







**Connectivity**  
**Anytime**  
**Anywhere**



# Get Detailed Reports of Participants

Name	Status	Instant Approve				
Registration Batch	Public	true		+		<button>Students</button> <button>Faculty</button>
Lifeskills Academy	Public	false		+		<button>Students</button> <button>Faculty</button>
class 11th	Public	true		+		<button>Students</button> <button>Faculty</button>
Economic Common Sense	Public	false		+		<button>Students</button> <button>Faculty</button>
New Batch	Public	false		+		<button>Students</button> <button>Faculty</button>
modern history	Private			+		<button>Students</button> <button>Faculty</button>
kayaka 1	Public	false		+		<button>Students</button> <button>Faculty</button>
R K job Solutions	Public	false		+		<button>Students</button> <button>Faculty</button>
Demo Niraj	Private			+		<button>Students</button> <button>Faculty</button>

See Who's Learning and Who Isn't

LEADERBOARD						
RANK	NAME	ID	SCORES	MATCHES	WINRATE	REGION
#1	Player	00285130971	960,883	7,920	92.04%	LOREM
#2	Player	88019463581	902,037	8,918	87.30%	LOREM
#3	Player	67255137771	871,006	7,840	81.27%	LOREM
#4	Player	00116130348	620,553	2,003	79.03%	LOREM
#5	Player	45185276601	520,972	6,130	71.88%	LOREM

Leaderboards

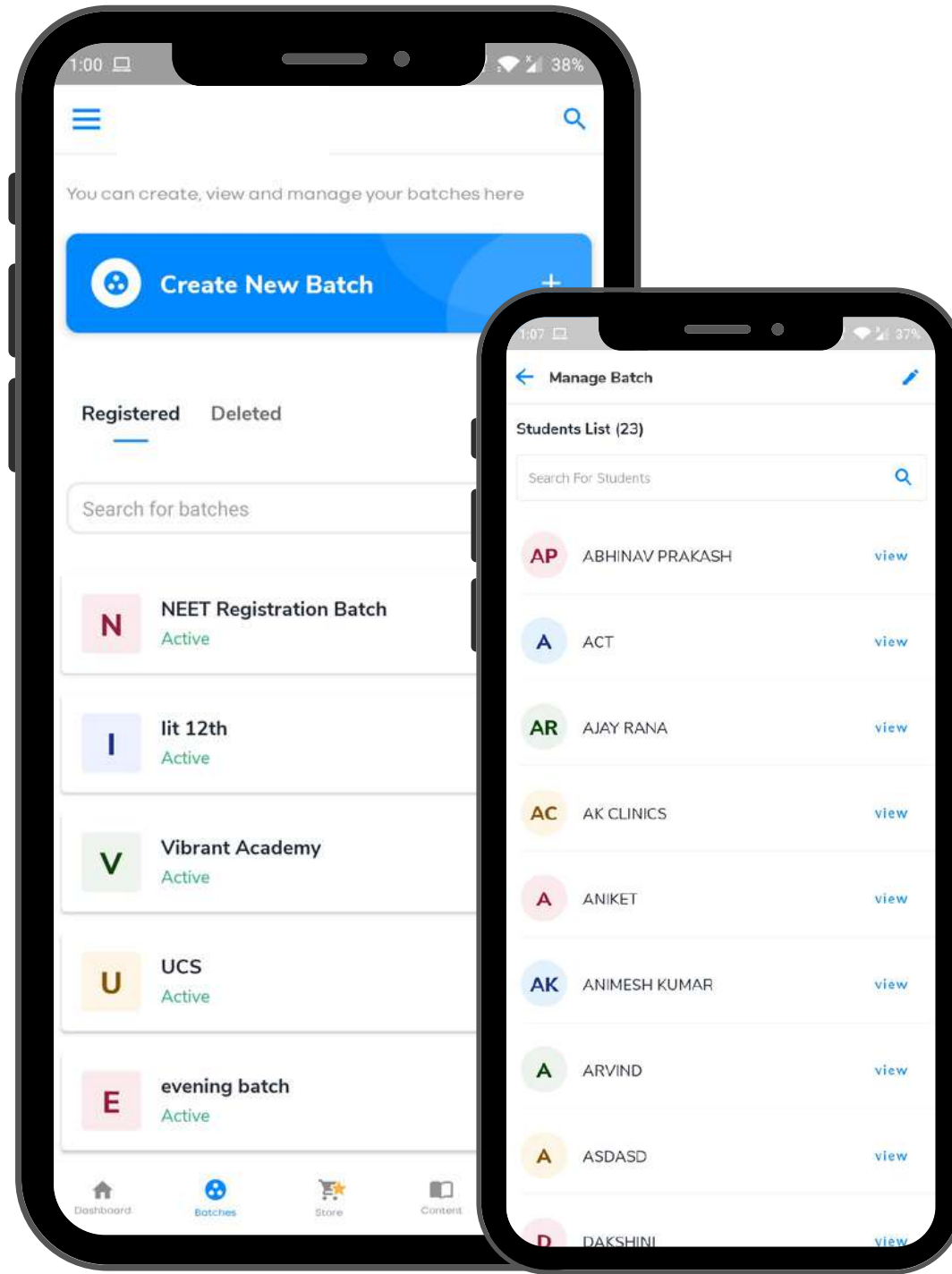


Completion Rate



API analytics

# Get Store-wise Reports



Batches

**Interact within Store Teams**

Share Content

Manage Day-to-Day Sales Interaction

Manage Performance

Upload Your Own Content



# Our Credentials

**Astute Business Leader** with over **30 years of experience** in Retail & Business Management with **International Brands**

Brands such as ALDO, Charles & Keith, Mango, Promod, La Senza, Tommy Hilfiger, J C Penny, GANT, BHS, Mothercare, to name a few.

**Worked with Top Retailers** such as Al Shaya Trading Agencies, Apparel Group, Liwa Trading Agencies.

**1000's of hours** spent in Learning and Training from the Best In the Industry.

**Retail Management Training** in London, Canada, France, and Dubai.

**Business Coaching** for MSME Business Owners.

**Highly-tailored, insightful programs** created & delivered to satisfaction:

- Distribution Excellence Program for **Godrej**
- Customer Service Workshop for **GIA**
- Finance for Non-Finance Simulation for **Northpoint Centre of Learning**
- Operation Manuals for **Nykaa**
- E-learning Programs for **Zydus, Alkem, Mahindra Insurance Brokers**



## Shashank Jani

[in/in/shashank-jani/](https://www.linkedin.com/in/shashank-jani/)

Watch This Video:



# Retail Skills Training Overview

## SUPER STAR SALES SERIES

By Shashank Jani



## PEOPLE DEVELOPMENT SERIES

### SALES & OPERATIONS MANAGER SERIES



## PEOPLE DEVELOPMENT SERIES

### BUYER - MERCHANDISER - BRAND MANAGER SERIES



## PEOPLE DEVELOPMENT SERIES

### LEADERSHIP - SERIES



# Let's Connect



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Drop in a message and we'll get back to you as soon as possible!

