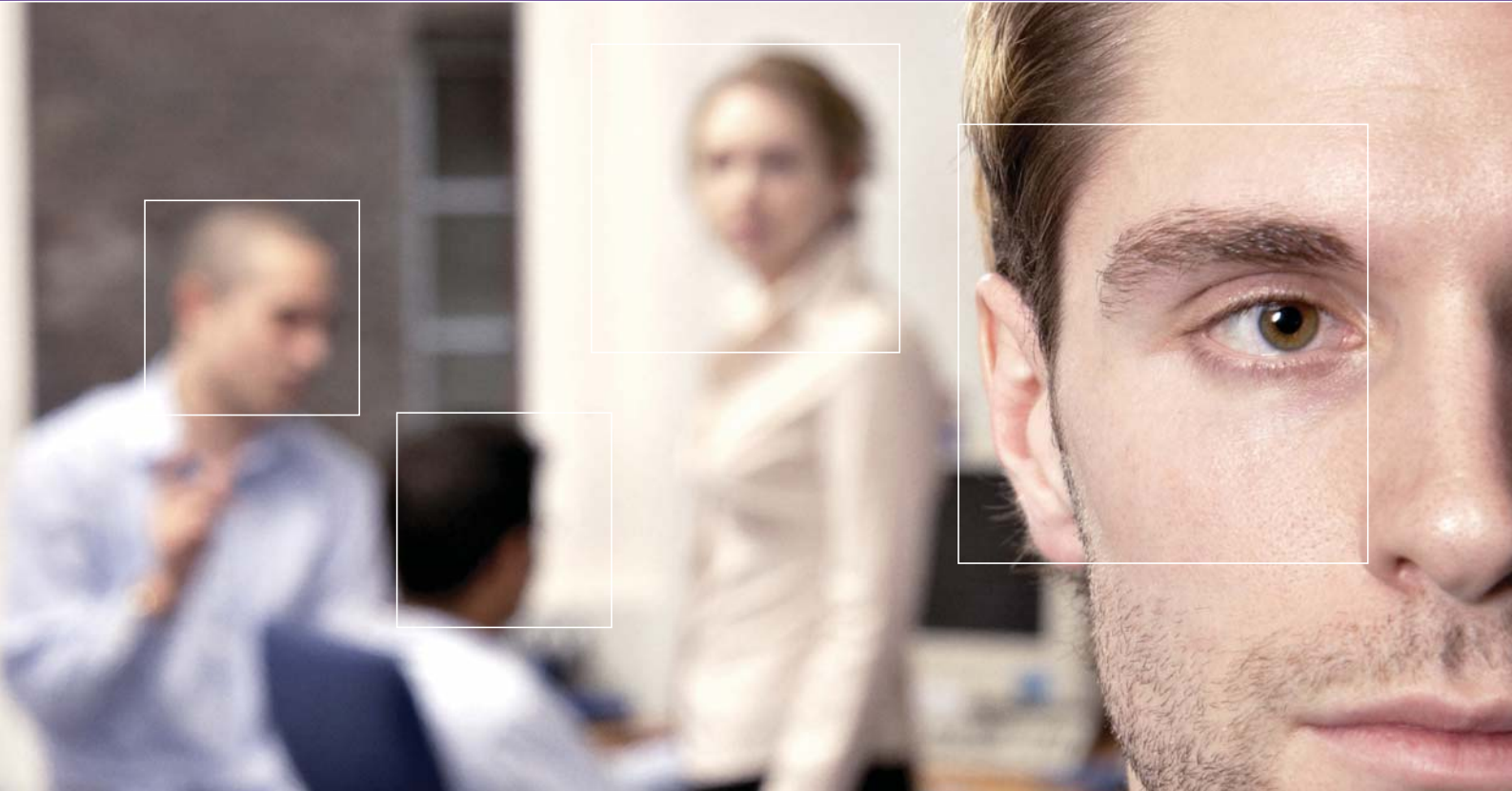


Prolearn

Making people better at selling, giving customer service and managing others



Prolearn is a managed service which delivers a curriculum of your essential business skills. **Prolearn** delivers substantial cost savings and consistency to increase the effectiveness of your training.

Recognise some of these challenges in your business?

Is our training from internal and external trainers being delivered consistently in line with our brand strategy?

Why is there such a disparity in the fees of external training companies?

How can I reduce the cost of training, but not its impact?

We are investing in training but is it working?

Prosell

People • Performance • Improvement

What does Prolearn offer?

Prolearn allows your organisation to focus on your core business by:

Reducing Purchasing Cost

- Dealing with one supplier eliminates the disparity in fees
- Uses a purpose built "training-event" management system
- Access to Prolearn's dedicated administration team
- Better business cash flow and accountability
- Eliminates licence fees - use our materials or your own intellectual property
- Benefit from using Prosell's buying power for trainers and materials

Increasing the value and consistency of training

- Training customised and orientated to your brand values and business objectives
- First-class and commercially astute trainers aligned to your brand
- Use of technology and distance learning to enhance training effectiveness
- Evaluates and measures the ongoing impact of learning

Our skills programmes are comprehensive and cover the following areas:

- Management Development
- Salesforce Development (Field Sales & Tele Sales)
- Customer Service Development
- Trainer Development
- Personal Effectiveness

Prolearn programmes can also be customised and written to your specific requirements. Prolearn trainers can also deliver developed programmes such as induction courses.

Examples of core skills that Prolearn has delivered:

Induction of New Employees	The Language of Finance
Effective Communication	Coaching Others
Time Management	Selling Skills (face to face and telephone)
Appraisal Training	Stress Management
Customer Service Skills (Moments of Truth)	Leadership
Delivering Effective Presentations	Team Dynamics
Project Management Concepts	Strategic Account Selling
People Management	Motivating Others

How does Prolearn work?

If you spend more than 50 days a year delivering the above courses, Prolearn will save between **20 - 40%** of your costs. Take a look at how Prolearn saves money:

Activity/Item	Traditional Approach	Prolearn Approach
Internal Training Resources	£ COST	£ INCLUDED
External Training Companies	£ COST	£ INCLUDED
Administrators	£ COST	£ INCLUDED
Management Time	£ COST	£ INCLUDED
Licence Fees	£ COST	£ INCLUDED
Production of Materials	£ COST	£ INCLUDED
Venue Booking & Pre-Course Admin	£ COST	£ INCLUDED
Venue Cost	£ COST	£ INCLUDED
Follow-Up & Evaluation	£ COST	£ INCLUDED

To find out more about Prolearn, please contact us on **+61 (0) 2 9906 5755** for Australia and **+ 44 (0) 870 855 3000** for the United Kingdom or visit www.prosell.com

www.prosell.com

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