

BENEFITS OF OUTSOURCING TRAINING



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Your answers to these questions will help you determine if you should consider outsourcing your training.

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| 1. Have you ever delayed a hire because you don't have time to train? | Yes No |
| 2. Do you lose production when you are training? | Yes No |
| 3. Is training really best use of your time? | Yes No |
| 4. Do you have time to provide consistent training? | Yes No |
| 5. Does training end up taking a back seat to other priorities? | Yes No |

If you answered **yes** to either question number one or two or **no** to any of the questions three through five, you should consider the benefits of outsourcing training. There is no question that training can result in your sales team becoming **more efficient and productive**.

BENEFIT #1 - YOU CAN FOCUS ON GROWING YOUR BUSINESS AND PROFITS

The time you would spend on training can now be focused on building your business and increasing sales and profits. Focus on the 20% of your actions that provide you with 80% of your results.

If you also work a desk, think of the production you will not lose because you are spending your time training vs. producing.

BENEFIT #2 - CONSISTENT DELIVERY OF QUALITY INSTRUCTION BY PROFESSIONALS

Training is the top priority so there are no distractions. Training is delivered in a consistent and comprehensive manner. Most trainers provide accountability and testing as part of the training process to test if participants are learning and retaining information taught.

BENEFIT #3 – LOWER AGGREGATE COSTS

Many companies find outsourcing to be a cost competitive alternative, particularly when compared to the recurring costs of trainers, training materials and upgrades of materials and technology needed to deliver training.

BENEFIT #4 – ACCESS TO ADDITIONAL RESOURCES AND EXPERTISE

Aggregators and individual vendors of training services have access to resources and expertise far beyond the capabilities of most in-house training departments. Most trainers offer flexibility and expertise in customizing training to meet the needs of their clients.

BENEFIT #5 – LONG TERM ADVANTAGES

You can expect continued access to the best training technology and upgraded course materials without additional investments beyond the established fee schedule.

Outsourcing is fast becoming the preferred model among businesses looking to focus on their core competencies. The expertise of outsourced training services gives you a **competitive edge while you save money!**

The world's richest man is now revered as the world's wisest, too. Warren Buffet lives his life according to a set of rules he first learned at the age of nine, when he found the book on his grandfather's bookshelf entitled **How to Win Friends and Influence People**. The early education Buffett received as well as the later training he obtained as a student in a course on public speaking is, as Buffett tells biographer Schroeder, "The most important degree that I have."

This only proves the value and importance of seeking out training experts to reach a higher level of success.

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