

1-800-BOARDUP



FAST TRACK



We do not teach participants “how to sell board-ups”. We provide comprehensive sales & marketing systems and the required training that allow our Local Service Providers to strategically take control over their local markets.
Michael Hosto, CR

To dramatically increase the impact that 1-800-BOARDUP can achieve on your company’s fire restoration sales, our team of recruiting, training and marketing professionals has developed an exclusive emergency response sales and marketing training program that we call ***The Fast Track Sales Orientation and Training Program.***

The Fast Track is more than just a sales training class. It is a five-phase recruiting, training and sales management program that will assure your 1-800-BOARDUP Marketing Director drives large fire losses to your restoration company.

We manage the entire employee recruiting and sales training process with your active involvement and we work with you and your Marketing Director intensively for 100 days after the training to reach your fire restoration sales goals.

Step 1 “Get the right people in the rights seats on the bus” (visit jimcollins.com)

Step one in our process is locating, recruiting and hiring your new Marketing Director. We are professional sales recruiters and trainers.

The recruiting portion of the Fast Track program consists of a well-defined and proven target employee profile, a professionally conducted local employee recruiting campaign conducted by our professional recruiters and a strategically designed interview process, as well as all of the required employment agreements, production driven compensation plans and job descriptions. You are the employer and you always have the final decision on all hiring and compensation decisions.

To assure your success, we are actively involved in all aspects of this process from recruiting to hiring. This “Marketing Director” is your employee. We are recruiters, trainers and consultants but you are always the ultimate decision maker.

Step 2 “Teach them well”

Classroom Sales Training We manage the entire sales training process with your active participation and we work with you and your Marketing Director intensively for 100 days after the training to reach your fire restoration sales goals.

As the recruiting process concludes we will schedule a slot in the first available Fast Track Sales Orientation and Training Program Class in St. Louis, MO. This is very comprehensive training and we work long hours. In addition to the training instructors and materials all hotel rooms, meals, transportation and entertainment are included for both your new director and the company Owner or G.M. in your Fast Track fee.

Step 3 “Shadow Training”

Field Training After the successful completion of the classroom education portion of this training we then schedule your Marketing Director to travel to one of our existing 1-800-BOARDUP offices located as near to you as possible so that they may take what we have taught them in the classroom environment and apply it in the real world with a successful existing Marketing Director. Your Marketing Director will actively participate in the success of another 1-800-BOARDUP office. As part of your Marketing Director’s learning

experience your company will also be required to host a future *Shadow Training* for a future new Marketing Director from another city.

Step 4 “The On-site Consultation and Review”

Upon successful completion of the *Shadow Training* portion of this process 1-800-BOARDUP will schedule an on-site evaluation by our corporate staff at your office to review your progress in your local market and discuss all opportunities for improvement that may exist. Our training staff will provide you with written recommendations for you to fine tune the program to assure that you are receiving the maximum benefits and delivering the best possible services.

Step 5 “Mentoring”

We will continue to be there to support your Marketing Director throughout the training process. Our professional training staff will provide weekly mentoring sessions for your Marketing Director assuring you that he always has professional training support while he is in the field.

Step 6 “Long Term Re-enforcement and Support”

After the Fast Track program concludes our Fast Track Training Team will endeavour to provide your Marketing Director with long term ongoing coaching and networking through a professionally facilitated ongoing regional support group facilitated by our 1-800-BOARDUP professional training staff.

The Fast Track Program is a requirement for all Local Service Providers.

The cost for the Fast Track Sales & Orientation Training program is \$9,975 for two participants. Fast track fees are due and payable in advance.

There is nothing like this training available anywhere in our industry.

Call 1-800-585-9293 for additional information.