How Are We Doing?
How Can We Help?

An Introspective Evaluation of Our Sales Training Courses

Participants of Lamleo's sales training courses were anonymously surveyed

If you are in B2B sales, add your input HERE!

Participants were asked to rate their confidence levels in the following areas, prior to completing sales training administered by Lamleo and their feelings after.

Not at all confident · Not confident · Somewhat confident · Confident · Very confident

BEFORE LAMLEO COURSE / AFTER LAMLEO COURSE

Approaching a customer to make a sale

	Before	After
Not confident	1	
Somewhat confident	3	1
Confident	6	7
Very Confident	4	7

Identifying a customer's needs

	Before	After
Not confident	4	
Somewhat confident	4	2
Confident	3	7
Very Confident	4	7

Overcoming a customer's objections

	Before	After
Not confident	4	
Somewhat confident	8	2
Confident	1	8
Very Confident	2	6

Closing a sale

	Before	After
Not confident	3	1
Somewhat confident	5	3
Confident	3	4
Very Confident	4	7

Presenting your products and services to customers

	Before	After
Not confident	3	
Somewhat confident	5	3
Confident	3	4
Very Confident	7	5

Developing strong customer relationships

	Before	After
Not confident		
Somewhat confident	2	1
Confident	3	5
Very Confident	5	5

Selling your companies solutions to your customers

	Before	After
Not confident		1
Somewhat confident	7	1
Confident	3	4
Very Confident	5	6

Participants were asked to rate their level of agreement with the following statements.

	Lamleo's sales training positively changed the way I sell.	Lamleo's sales training made me a better sale sperson.	As a result of completing Lamleo's sales training, I am closing more deals.	Reece Theriot was an effective sales coach.	I am still using techniques I learned during Lamleo's sales training, in my sales career.
Neither agree nor disagree			2	1	
Somewhat disagree	1	1			1
Somewhat agree	4	2	5	1	2
Strongly agree	10	12	9	7	12

QUESTION 4:

How likely is it that you would recommend Lamleo's sales training to a friend or colleague?

TRAINEE COMMENTS:

"Because of this class I was promoted to a better position. It was everything I needed to move forward. Before this class, I was stagnate; since the class I have been set free. This class has made such a big difference in my sales, and for that I am grateful."

"The sales training was an answered prayer. This training has forever changed my outlook on people and selling."

This question produced

a Net Promoter Score of 79;

Industry benchmark is 67

(source: NPSbenchmarks.com)

Take 1 minute to add your input HERE

Copyright © 2017 | Lamleo, LLC