

Moving Your Organization to the Next Level of Competence, Confidence and Motivation

The Marvis Center, Providing Prescriptions for Accelerating Sales and New Growth
Atlanta, Georgia



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The Marvis Center can help you...

- Increase profitable revenue
- Increase customer satisfaction
- Increase your employees' motivation

Whether it is at the Region, Division or Corporate level, The Marvis Center can partner with your organization to help you meet your business goals through a variety of training and training-related programs and consulting services.

Why The Marvis Center?

- In the training and development field since 1993
- Over 13 years of corporate experience
- Over 20 years experience in the sales and sales leadership field
- Instrument-based assessments and ROI analysis

What The Marvis Center Offers...

Evaluation And Needs Assessment

We will:

- Analyze organizational goals
- Conduct focused interviews with key management personnel
- Conduct focused interviews with team members
- Administer and analyze assessment instruments to identify specific needs of the target audience
- Monitor performance through field ride-alongs and floor audits
- Conduct and document observations from meetings, sales calls, teleconferences

Leadership Training

We will:

- Grow your leadership skills to help you develop your team members toward peak performance — in our one-, two-, or three-day workshops

Customer Service Excellence Training

We will:

- Enhance the way your team members approach your valued customers and how they support their personal needs — in our three- or six-hour workshops

Sales Training Workshops

We will:

- Develop your staff's competence, confidence and motivation in offering the appropriate products and services to your customers and prospects — through our virtual seminars or our one-, two-, or three-day workshops.

Strategic Account Training Workshops

We will:

- Build your staff's competence and confidence in approaching your customers and prospects strategically.

Personal Coaching

We will:

- Provide objective feedback and coaching
- Reinforce the training and development your team members have received from either Marvis or your Company's training programs or approaches
- Further analyze the needs of your team members
- Mentor team members

Hiring And Recruiting Assistance

We will:

- Define job positions
- Profile positions (determine required competencies and traits)
- Create job postings for appropriate media
- Review resumes
- Screen candidates
- Develop focused interview questions
- Interview candidates face-to-face
- Provide feedback and input regarding candidates
- Provide input for compensation/ramp-up offerings

Sales Support

We will:

- Provide assistance in scheduling appointments with clients and prospects to help promote your services
- Offer lessons-in-a-box that allow you to facilitate training programs as needed
- Provide interim sales management support

Making Meetings REALLY Work Training

We will:

- Help your organization's meetings work better for you through our 2 ½ -hour seminar

Keynote & Motivational Speaking Engagements

We will:

- Inspire the audience by helping to build confidence, competence and motivation in specific job-related areas