

ROBERTS GORDON®

INFRARED HEATING

Regional Sales Training Agenda

Time	Topic
7:30 AM	Meet at facility <ul style="list-style-type: none"> • Meet and greet, coffee, snacks
8:00 AM	Welcome and Introductions
8:15 AM	2016 National Sales Meeting Success Stories <ul style="list-style-type: none"> • Hear about the successes some RG reps have had since the September meeting
8:30 AM	Fundamentals of Infrared <ul style="list-style-type: none"> • Review of presentation • Details on slide improvements • Presentation notes review on how to present the "tougher" issues
9:00 AM	Selling Up and RG vs. Competition <ul style="list-style-type: none"> • RG vs. the competition (review "War Sheets") • Best applications for RG products • How to sell to a higher margin product
9:45 AM	Break <ul style="list-style-type: none"> • Watch Unitary heater installation video starting at 9:50 AM
10:00 AM	Radiant efficiency – AHRI 1330 Standard <ul style="list-style-type: none"> • Review of "How IF-15" • Specifics on test results including the competition, accessories and options • Selling points against the competition • What a higher efficiency actually means to the end user.
11:00 AM	Review RG Controls Launched at NSM
12:00 PM	Lunch <ul style="list-style-type: none"> • Watch CORAYVAC® start-up and New roll former videos starting at 12:50 PM
1:00 PM	Hands on Programming of Modulating Controller <ul style="list-style-type: none"> • Team sessions with each group programming a controller
1:45 PM	CORAYVAC® Design <ul style="list-style-type: none"> • How to understand flow units, tailpipe calculation, how many burners per pump, etc.... • Understanding pre-configured CRV systems in ACE and how to make quoting easier
2:15 PM	Break Watch CRV burner and pump assembly videos starting at 2:20 PM
2:30 PM	CORAYVAC® Layout Challenge <ul style="list-style-type: none"> • Team break out session on how to solve a difficult application • Team presentation of results • Group ranking of "Best Design"
3:00 PM	National Accounts Update <ul style="list-style-type: none"> • Explain initiative • Update team on activities • Challenge team to find new opportunities

3:20 PM	Introduce VIRTUAL WALL™ <ul style="list-style-type: none"> • Explain product function • Walk through existing opportunity • Challenge team to find new opportunities
3:45 PM	Testimonial and Literature Overview <ul style="list-style-type: none"> • Review of new literature • Review of new testimonials (greenhouse, vehicle repair, warehouse)
4:00 PM	ACE Interface <ul style="list-style-type: none"> • How to select, price, quote and order quicker and easier • How to interact with RG • Preview of new features
4:45 PM	RG Finals! <ul style="list-style-type: none"> • Test on what was learned today • RG Certification Presentations
5:00 PM	Review of YTD Results Since Sales Meeting <ul style="list-style-type: none"> • Goals for the rest of 2017
5:30 PM	Course Completion