Distributor Sales Leader FAQs

When will it be available for my division?
The Distributor Sales Leader is being launched on a rolling-basis. Our goal is to have all divisions online by EOY 2024.

Preparing content per division requires extensive research and content creation in collaboration with members – as a division's content is completed the program will come online. We are working to accelerate our launch plans by investing in additional resources and team members for this program's build.

We will communicate ahead of a division's launch and are happy to provide progress updates along the way upon request.

As a member in multiple AD divisions, do I have to subscribe per division?
No, only one subscription is required.

Your divisional memberships will automatically provide you access to each division's unique content.

What order should we take the courses?
There are no pre-requisites required to attend any class. We do this by design to ensure your sales team can jump into learning opportunities as they see fit.

We do provide a recommended track, especially for new hires:
Product Training → *Purpose Training* → *Performance Training*

How many people can I send at a time to the [2] *Purpose* **training classes** *(Solution Based Sales & Customer Decision Making)*
There is no limit. You have full access to all training programs in the Distributor Sales Leader.

The *Purpose* courses have a max capacity per course section, but with proper planning we can expand the number of sections provided for a course and accommodate your entire team. Typically, members prefer to pace this out to ensure their entire sales team isn't in training at same time.

We encourage leveraging our Member Education team for help with your sales team talent development planning. It's a mutually beneficial collaboration that helps us prepare for upcoming demand and coach your management team in post-course best practices.

Can we use BlueVolt for the *Product* training *(Introductory Sales Training)*?
If you'd prefer to use BlueVolt, instead of the AD LMS exclusive to members, we've accredited their course library to enable that option for the *Product* training (50-credits). We'll handle reporting in coordination with you. The other 100-hours of instructor-led training can then be continued with AD.

Can my team earn AD Reward points for participation?
Yes, we're establishing options for sales pros to earn rewards in the *Product* and *Performance* sections of the curriculum with supplier support.

How is it customized to my company?
You will define the product categories you want available to your team when initially subscribing, this can be updated at any time. The selected product categories define the *Product* training library as well as the *Performance* courses available.

Your team will have many *Performance* courses to choose from. They register for the ones they'd value attending based on their sales and learning goals.