

SBE TRAINING PROGRAM

WHAT YOU GET

\$895 US DOLLARS/month

To sign up, go to:
<https://sbeodyssey.com/sign-up/>



One-on-One Business Training

On these flexibly scheduled coaching/training calls, your SBE Business Coach conducts an on-going, in-depth business evaluation using the SBE dashboard, your financials, your leadership team & other SBE tools. We identify your highest impact, easiest to accomplish priorities & then go to work. You have someone to walk you through the program, every step of the way.

Bootcamps in Phoenix, AZ*

3-day Building Sales Champions Boot Camps for Technicians & Comfort Consultants and 3-day SBE Leadership & Coaching Boot Camps by Department (CSR & Dispatch, Install, Service & Sales)

*For all SBE Boot Camps in Phoenix, AZ, travel (air, hotel, transportation) is paid for by the contractor.

**A requirement to attend a Sales Boot Camp is a \$400 Sales Evaluation (per attendee). Boot Camp curriculum is structured around the Sales Evaluation. Our coaches/trainers utilize these Sales Evaluations to develop the training program for each individual. We have available Sales Evaluations for owners & managers, as well as technicians and comfort consultants. No other fees are required to attend Boot Camp (other than travel).

Access to the SBE Playbook

Over 900 documents & videos, including: by department SOP's, CSR scripts, marketing tools, workbooks for training, maintenance agreement forms, service invoice, price books (retail service & retail equipment), coaching videos & MUCH MORE!

Webinars & Round Tables:

Budget & financials to readiness planning or maintenance agreements, SBE makes it easy to watch webinars from your office or home computer when it's convenient for you.

Individualized Road Map

At SBE, we take a "team" approach with your coaching & training. During your first few weeks, you will meet your SBE Business Coach to review your business assessment & dealer profile. Our coaching team will develop a business plan for the next 12 months. You will work with your coach to set goals and stay focused on the plan.

SBE App and Dashboard

The tool that helps you track and measure. Technicians & comfort consultants track their sales throughout each day on their iPhone or Android SBE app. Owners and admin staff track the progress of the technicians' & comfort consultants' entries on the SBE web dashboard in real time. We use this data to coach them on their strengths and weaknesses and make decisions based on data.

Technical Support & Scheduling Team Available 5 days/week

If you aren't technologically savvy, that's ok. We have a team that will help you every step of the way. From online tools, to helping you schedule, re-schedule or just answering your questions. We are here to help you. You also have access to our Help Desk & FAQ Center where you will find the answers to questions you didn't even know you wanted or needed to ask.

The curriculum and schedule of SBE training, including boot camps, workshops, online file sharing & tools, coaching calls & webinars are subject to change based on the EVOLUTION of the HVAC industry and SBE's dedication to continual improvement of training & tools to continue to provide the industry-leading training our contractors' desire.

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