

Benefits of eLearning

According to CSO Insights, the average time to ramp up a new sales rep is 10 months. Sales Performance International reports that new sales hires forget 84% of what they learned from their sales onboarding within 90 days. According to the book, Topgrading for Sales, the average cost of a failed ramp-up is six times the base salary for a salesperson. **You must be wondering, how can I quickly, conveniently and inexpensively get my recruiters and sales reps hitting quota?**

01



Return on Investment

A study by Deloitte, found that online training programs lead to a 218% higher revenue per employee.

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Scalability

Asynchronous learning occurs any time, any place for an infinite number of concurrent learners. Quickly & easily train employees on new products, services, policies and concepts.

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Video Drives Knowledge Retention

Psychology Today reports that the human brain processes videos 60,000 times faster than it does written text.

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Accelerate Learning Adoption

IBM discovered that online training enables learners to learn five times more material for every hour of training.

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Standardization & Continuity

All learners are trained the EXACT SAME WAY ensuring consistent messaging and establishing standards for what “good looks and sounds like.”

06



Cost Effectiveness

Online training reduces travel costs, and time out of the field.

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Share Tribal Knowledge

Online training supports and enables peer to peer learning. Studies show Millennials prefer to learn from their peers, not their superiors.

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Real Time Data Driven Insights

Data driven insights from course quizzes, certifications and experiential training simulations provide visibility into which courses, skills and knowledge drive results.

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Gamification Improves Sales Results

Aberdeen Group revealed that 31% more first-year reps achieved quota when supported with game mechanics than those without them.

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Employee Morale and Satisfaction

According to an ILX Group survey, 51 percent of HR decision-makers said that online learning has a direct effect on boosting employee morale, satisfaction and retention.

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Improved Learner Retention

All learners are trained the EXACT SAME WAY ensuring consistent messaging and establishing standards for what “good looks and sounds like.”

12



Mobile Learning

Research from Fast Company showed that 25% of smartphone users between the ages of 11 and 44 can't remember the last time their phone wasn't next to them. Need I say more?