

DoD SkillBridge Sales Internship

Job title: SkillBridge Sales Representative

Job description: Forrest Performance Group (FPG) is the fastest-growing Sales Recruiting and Sales Leadership Training company in the United States. At FPG, we are dedicated to restoring pride, purpose, and respect to professional selling. We recruit, train, and send out dedicated Sales Warriors to help companies maximize sales without sacrificing overhead. As an FPG SkillBridge Sales Intern, you will complete the Warrior Selling Program and practice real-world sales strategies that will set you up for success in your next role.

Length of Training: 8 weeks, 4 days (60 days)

Training plan. **All times are Central Standard Time (CST)

Week 1:

Title: Warrior Selling Bootcamp.

Timeline: Monday 0800-1600 (1-hour lunch break from 1200-1300)
Tuesday 0800-1600 (1-hour lunch break from 1200-1300)
Wednesday – Friday 0900-1400. (break from 1200-1300)

Specific learning objectives: By the end of week 1, interns will receive a full, 2-day boot camp. Boot camp is a full immersion into the Warrior Selling Program.

Day 1: The Warrior Selling beliefs and philosophy, the 5, 4, 3 factor, and the 5 steps to understand your customer's mission.

Day 2: Raving review, the 4 steps to present solutions, the three steps to resolve the sale, the next steps, and commitments.

Days 3-5: Introduction to the Customer Resource Management system.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 2:

Title: The 5 steps to understand your customer's mission.

Timeline: Monday 0900-1000 one-hour training session.
Mon – Fri 1000-1300 two-hour prospecting. (1200-1300 break)

Specific learning objectives: By the end of week 2, interns will be able to determine their prospect's three biggest reasons for purchase and use them in a triple bind to establish a position of strength. They will demonstrate how to ask

effective questions to get to the prospect's true reason for purchase. They will demonstrate how to summarize the customer's vision, categorize the buyer, and set the agenda.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 3:

Title: The 4 steps to present solutions.

Timeline: Monday 0900-1000 one-hour training session.
Mon – Fri 1000-1300 two-hour prospecting. (1200-1300 break)

Specific learning objectives: By the end of week 3, interns will be able to demonstrate how to deliver a selling message using the VETO method, maximize agreement, handle objections, and solve the category.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 4:

Title: The 3 steps to resolve the sale, graded exercise, and commencement.

Timeline: Monday 0900-1000 one-hour training session.
Mon – Fri 1000-1300 two-hour prospecting. (1200-1300 break)

Specific learning objectives: By the end of week 4, interns will be able to lead a prospect to commit to a favorite, resolve the final decision, and resolve the second final decision. Interns will be required to record an example of the full script and send it to FPG evaluators. Upon successful completion, they will receive the Warrior Selling Practitioner Badge from Credly. Finally, interns will conduct a commencement ceremony for the first half of the training.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 5:

Title: Engage

Timeline: Monday 0800-1600 (1-hour lunch break from 1200-1300)
Tuesday 0800-1600 (1-hour lunch break from 1200-1300)
Wednesday – Friday 1000-1300. (break from 1200-1300)

Specific learning objectives: By the end of week 5, interns will receive a full, 2-day “engage” seminar.

Day 1: Visibility management for the professional, confronting call reluctance, the faces of sales call reluctance, word-based procedures, and mechanical procedures.

Day 2: Positive intention and turn around countermeasures, motivation, warrior list, and declaration of commitment.

Days 3-5: Two-hour prospecting.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 6:

Title: What you resist persists, cause and effect thinking.

Timeline: Monday 0900-1000 one-hour training session.

Mon – Fri 1000-1300 two-hour prospecting. (1200-1300 break)

Specific learning objectives: By the end of week 6, interns will learn why the things they avoid never seem to go away and the importance of tracking habits. They will learn why cause-and-effect thinking is the best way to achieve anything and understand the importance of goal clarity.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 7:

Title: Sell for vs. sell to, power of duplication.

Timeline: Monday 0900-1000 one-hour training session.

Mon – Fri 1000-1300 two-hour prospecting. (1200-1300 break)

Specific learning objectives: By the end of week 7, interns will learn how empathy plays a role in prospecting and how the “why” must be greater than the sacrifice. They will learn the power of duplication and the importance of facing your fears repeatedly.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Week 8:

Title: Creating active habits, commencement.

Timeline: Monday 0900-1000 one-hour training session.

Mon – Fri 1000-1300 two-hour prospecting. (1200-1300 break)

Specific learning objectives: By the end of week 8, interns will learn how to develop habits mindfully. They will submit all 5 worksheets from weeks 5-7. Upon successful submission, they will receive the Certified Fearless Prospector Badge from Credly. Finally, interns will conduct an end of course commencement ceremony.

Type of instructional model: Live instruction is online via Zoom. Instructional videos and worksheets are online via Kajabi Learning Management System.

Instructor Qualifications

Primary Instructor:

Sara Watkins. Sara has 15 years of sales and leadership experience, selling to consumers and businesses, she was named a President's Club winner multiple years in a row for a Fortune 100 company. She has developed and launched effective sales training programs implemented at Verizon and AT&T. She has a bachelor's degree of the arts. As the Senior National Sales Trainer at FPG, over the last 5 years, she has successfully led countless Warriors through this program helping them to achieve massive growth in their roles.

Senior Instructor(s):

Mary Marshall Forrest. Mary has over 20 years of sales experience and over 10 years of sales and leadership training experience. She currently serves as the President of FPG. She is a Stevie Award winner for Top Sales Executive for Companies under 2,500. Mary is a Master Practitioner in Neuro-Linguistic Programming. She is a Practitioner in Accelerated Evolution, the psychology of removing fear in high performers.

Jason Forrest. Jason has over 25 years of sales, sales training, and leadership coaching experience. He currently serves as the Chief Executive Officer of FPG. He is the creator of Warrior Selling® and Leadership Sales Coaching, programs ranked in the top 2 of the World's Top Sales Development Programs by Global Gurus. Jason earned his Master of Science in Business Administration and is a Master Practitioner in Neuro-Linguistic Programming and a Practitioner in Accelerated Evolution.

Program Facilitator Qualifications:

Marshall Scabet has 20 years of Army service. His leadership experience includes Recruiter, Station Commander, Master Trainer, and Senior Master Trainer. He currently serves as the Vice President of Operations at FPG. Marshall earned his Bachelor of Science in Business Management from Colorado State University and his Master of Science in Business Law and Compliance from Texas A&M University School of Law.

Assessments:

1. **Sales Preference Questionnaire (SPQ)** - Sales assessment that measures all the known symptoms of sales reluctance by identifying unknown barriers, finding the strengths, and unlocking the hidden potential of the candidate.
2. **Video assessment** - Interns will submit a recording to earn the Warrior Selling Practitioner Badge.

Training Outcomes:

Certified Warrior Selling Practitioner Badge from Credly.
Certified Fearless Prospector Badge from Credly.