

# Fast Train online

Bite sized dynamic training delivered through webinar platforms

Leadership & B2B Sales  
Andi Roberts



Adobe Connect



GoToMeeting



Google Hangouts



Webex Meetings

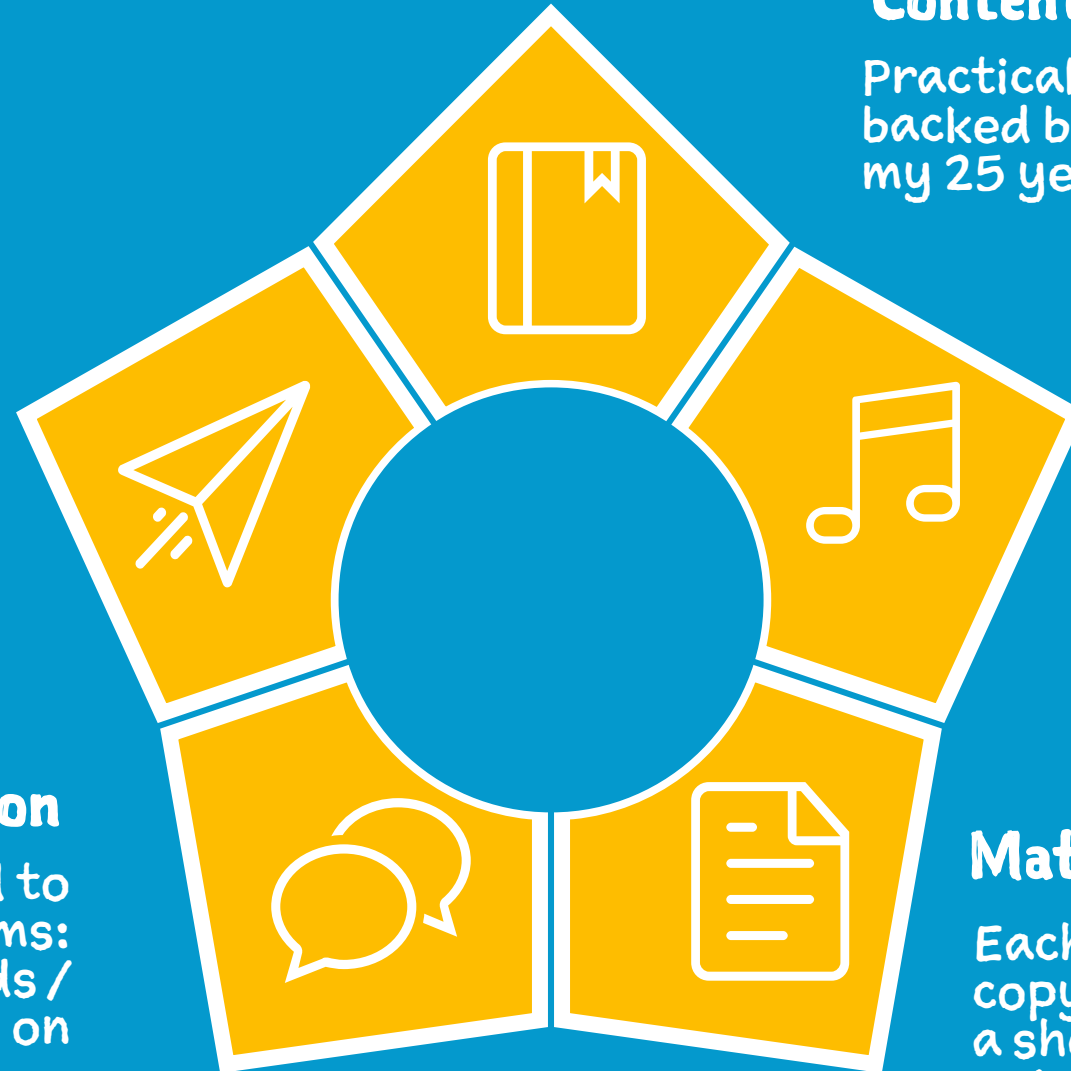


zoom

# Why fast train online?

- Fast train allows your employees to receive just in time live training from anywhere around the globe and is suitable for office and remote workers
- Topics delivered over 90 minutes ensure a higher return on investment by focusing on the skills your employees need, just in time
- Live facilitated delivery raises engagement and retention of the learning
- Flexible delivery timings allow delivery that fits your business needs
- Ready to go modules allow for rapid deployment and provide a framework for customization if required
- I work with your internal meeting platform to ensure that the delivery goes seamlessly or provide a choice of two options: Adobe Connect or Zoom

# Anatomy of Fast Train online



## Content

Practical concepts & tools backed by research and/or my 25 years of experience

## Style

Dynamic facilitation that creates dialogue, rather than a one-way monologue

## Materials

Each participant receives a copy of the slides used and a short document with key points

## Follow up series

Participants receive as follow up, 5 emails with assorted tips, articles and videos that reinforce key ideas and keep the learning top of mind

## Platform maximization

Sessions are designed to make full use of platforms: polls / whiteboards / breakouts and so on

# Fast Train topics - Leadership

## Leading self

Personal peak performance

Changing habits

Dealing with change

Personal accountability

## Working directly with others

Emotional Intelligence primer

Feedback

Managing conflict

Effective agreements

## Working indirectly via others

Working across boundaries

Influencing others

Non-positional leadership

Raising visibility

## Broader leadership

Leading in VUCA

Effective change

Remote team leadership

Storytelling

# Fast Train topics – B2B Sales

## Social selling

Social Selling  
core process

LinkedIn  
essentials

Twitter  
essentials

## Early pipeline

Effective  
prospecting

Linking business  
opportunities to  
sales

Consultative  
selling core skills

## Mid pipeline

Stakeholder  
mapping

Proposal  
essentials

Understanding  
client issues

## End of pipeline

Negotiation  
essentials

Client pitching

Resilience for  
sales people

# Frequently Asked Questions

- **How many people per session?** Up to 20 people per session. Ideal size is 15 people.
- **How many sessions in a day?** Up to 4 sessions. For example, kick offs at 9am, 11am, 1pm and 3pm
- **Can we do different sessions in a day?** Yes – I can do two different sessions in a day
- **What time zone do you work in?** I am based in the UK and I am able to do from 6am through to 9pm GMT in order to provide global coverage.
- **What technology do you use?** My preference is Adobe Connect or Zoom, but I am happy to use other platforms if required
- **Do you provide the technology?** Yes – I have both Adobe and Zoom ready to go
- **We are a consulting company; could you deliver for us?** Sure, a significant portion of my work is as an associate – I carry about 10 email addresses currently and high a strong professional ethic around end customer management
- **What languages can you deliver in?** I personally can deliver in Spanish & English and have a very experienced international network that can support a range of languages
- **Do you do other topics?** I can do, but they are not ready to go. I can custom design sessions or draw on your content if required
- **What other areas can you deliver beyond leadership and sales?** I am experienced with strategy, creativity, innovation, problem solving, change, transformation and consulting skills
- **Could you build a custom curriculum for us?** Absolutely, I do this regularly and can draw on my broader network for support
- **How do you price these?** It depends on the needs . A one off session has a higher price than a firm commitment, for example, of 100 session deliveries
- **Could you do these face to face?** Absolutely, the original designs were face to face
- **Can you deliver more than these 90-minute Fast Train sessions?** Yes, I can design and deliver a range of training, facilitated processes or group / team coaching through online platforms.
- **What would be the next steps if we want to go ahead with these?** Send me an email or WhatsApp with an outline of needs: topics, number of sessions and potential date ranges. I can then reach out to discuss the needs. If you want to understand more, call me

# About Andi Roberts



- **Business background:** HR Partner family healthcare business / leader in corporate: managing and selling outsourced solutions (L&D) / founder of several consultancies & distance learning organisations
- **Academic background:** Diploma in management / MBA / MSc Systems Thinking in practice / MA Online & Distance Education → Associate Lecturer at OU Business School (leading online university): Finance, Marketing & Leadership
- **Certifications:** Globally I am the only Professional Certified Coach & Certified Professional Facilitator. I hold a range of psychometrics including MBTI, DiSC, Social Styles, TetraMap, EQi and EIP3
- **Working languages:** Spanish & English
- **23 Years** learning online
- **15+ Years** delivering coaching & training online
- **1000s of hours** on a range of online platforms – weekly user of Adobe Connect & Zoom



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