



## How Instruction Enables You to Meet Your Goals

LEARNING OCCURS CONSTANTLY. INSTRUCTION enables people to learn in a controlled environment. Instruction enables your staff to learn exactly the skills and knowledge that you want, and to then apply it directly to specific on-the-job needs. This coupling of skills and knowledge to explicit needs not only maximizes the efficiency and appeal of instruction, but also maximizes your return on investment.

We emphasize an entire range of activities to engage your staff so that they learn quickly and thoroughly, and can effectively apply newly acquired skills and knowledge on the job. And when instruction translates into on-the-job effectiveness, you benefit in many profitable ways.

To better determine if instruction can enable you to meet your goals, circle *True* or *False* to each of these training statements.

TRUE OR FALSE		TRAINING STATEMENT
True	False	We need training in communication skills and would like to know how we can benefit from Solari's communication trilogy of classes: <i>Writing for Results</i> , <i>Presenting with Poise</i> , and <i>Are You Listening</i> .
True	False	We have tried the "off-the-shelf" training and it just doesn't fit our needs.
True	False	We have training in place, but it has not improved job performance to our satisfaction.
True	False	Our dilemma: staff is just too busy, although they can clearly benefit from training.
True	False	We have performance issues that can be addressed through custom designed training.
True	False	We have performance issues, but are not sure they can be addressed through training. We need help assessing that situation.
True	False	Rather than training in certain skills that we must then apply, we need training that directly applies skills to our specific needs.
True	False	We need to establish a foundational set of skills from which we can base our annual staff evaluations.
True	False	Our new hires need to be brought up to speed quickly about our company, our products and services, and our industry.
True	False	Our marketing and sales professionals need to enhance their communication skills so they can improve their close rate.
True	False	Our managers and executives are very good communicators; they are ready to rise to the next level.
True	False	We need customized training designed to meet our specific needs and company goals.
True	False	We have a unique set of skills and applications, and so need a complete curriculum.
True	False	Over the next three years, we would like to receive a 30 to 1 return on our training investment.

INSTRUCTION MUST BE TARGETED and effective, as well as contribute to your company's long-term goals. We at Solari understand that objective, and fully embrace it for your benefit.

Contact us. Let's discuss how Solari can successfully solve the issues most important to you.