



Adaptable
Learning

Authorized Global Partner Program

Become an Authorized Partner

Join our Global Partner Program and provide your clients with a wide range of quality online training courses they can access from anywhere, at any time.

Ready to go state-of-the-art online learning modules

Gain instant access to a growing catalogue of over 80 e-learning courses. Select from a wide range of topics, including leadership, sales, sales leadership, emotional intelligence, well-being and customer service.

Increase your value to your clients and grow your business

Build a portfolio of online courses as part of your coaching and training programs to enhance your service offering. Expand your offering and grow your client base.

Improve your coaching outcomes

Do you often find yourself spending valuable time providing information or explaining concepts, skills and tactics? Your intention is to help attendees change their mindset and improve their skill sets – and you know that coaching is the best way to do this – but you need to make sure everyone is on the same page.

With our flipped learning model, you can introduce the concepts and skills ahead of time and get your participants ready to take full advantage of the session. Participants learn the concepts and tactics in advance and are provided with activities to apply their new learning immediately. They are primed for active participation in the follow-up coaching session, so you can focus on asking more than telling and optimizing their learning.

Increase touch points to sales teams

Adding online interactive learning to your coaching programs increases touch points and we know that the more often we engage with program participants, the more likely we are to facilitate change. How successful would your programs be if your participants engaged with the program every week? Our programs encourage regular and consistent engagement by alternating online learning modules with interactive coaching sessions.

Scale your business and grow your revenue

If you are like many of our Partners, in the past you may have been utilizing one-to-one coaching sessions, which limits your ability to scale and grow revenue. For our Partners, moving toward a group session format has changed everything.

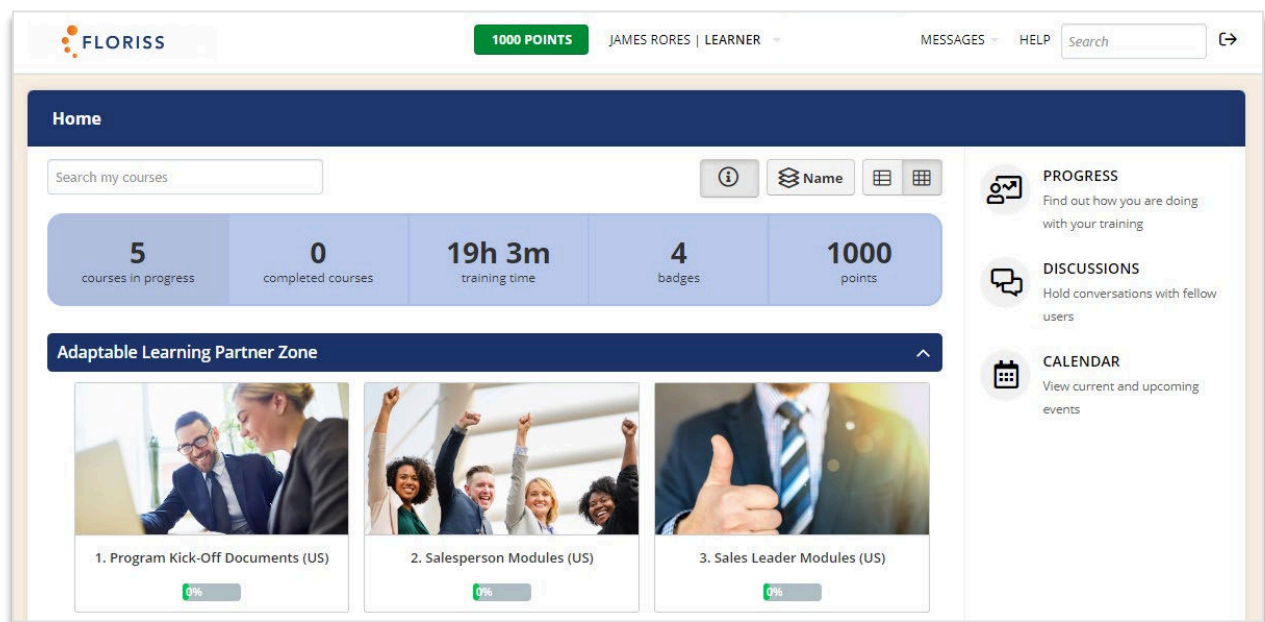
Utilizing our online modules to introduce key concepts and skillsets in advance allows you to be more comfortable in facilitating group sessions because your coaching sessions are now just that – coaching.

Help getting set up...

Once you decide to become an Adaptable Learning Partner, we set up a branded platform, so your program participants see your logo. We work with you on each of your coaching opportunities to understand how to position the solution with your client and create the course flow that best suits your client's requirements.

An award-winning LMS with your branding

Leverage our Learning Management System (LMS) for your business and ensure that your clients meet their learning and development goals. Present the LMS with your company branding.



Be part of a worldwide mastermind group

All Partners have the opportunity to participate in mastermind groups, which are designed to support Partners to maximize their investment and grow their business. Interact with our network of Partners globally, share ideas and gain valuable insights. Whether it be lead generation, closing deals faster or sharing ideas about new programs and services to position within your marketplace – all topics are discussed.

Become a Partner Today – in 3 Easy Steps

1. **Register Your Interest** – Register your interest on our website and a member of our team will contact you within 24 hours.
2. **Choose Your Courses** – Your dedicated account manager will work with you to select a course portfolio that is right for you and your clients' needs. Our team will also work with you to create your own branded LMS platform.
3. **Start Selling!**

What Our Partners Are Saying About Our Programs



John F Powers, President & CEO, PowerUp Sales Consulting

"The Adaptable Learning Partner Program is ideal for any sales development expert. The program has been an important component of building my business, PowerUp Sales. The ultimate goal of training, development & coaching is changing behaviors and thus results. One and done training programs typically change behaviors for a few weeks then fizzle out.

Real change and impactful results come as a result of ongoing and frequent coaching and development throughout the entire sales organization. The Adaptable Learning Partner Program is all about meaningful and lasting coaching and development of sales teams."

Catalogue

Sales

Acknowledging & Empathizing
Activity Goal Setting
Building Instant Rapport
Comfort Discussing Money
Conversational Rapport
Criteria Questions
Differentiating Value
Discovery Questions
Gaining Commitment
Influence - Decision Making
Influence - Motivation
Influential Sales Language Patterns
Insight Stories
Inspiring Personal Desire
Linking Statements
Managing a Non-Supportive Buy Cycle
Neutralizing Objections
Prospecting Call Planning
Prospecting Elevator Pitch
Prospecting Mindset and Lead Generation
Reframing Objections
Reframing Self-Limiting Beliefs
Replacing an Incumbent Vendor
Sales Self-Image
Tackling Common Objections
Tension Building Questions
The Art of Chunking
The Ideal Qualifying Process
The Psychology of Buying Satisfaction
Thinking on Your Feet (Perceptual Positions)
Understanding the OMG Sales Assessment

Sales Leadership

Building & Managing the Qualifying Process
Building Instant Rapport
Coaching for Sales Success
Comfort Discussing Money
Conversational Rapport
Criteria Questions
Delivering Performance Conversations
Differentiating Value
Discovery Questions
Establishing Meaningful Goals
Decision Making
Gaining Commitment
Influential Sales Language Patterns
Leader Self Image & Resilience
Managing a Non-Supportive Buy Cycle
Neutralizing Objections
Prospecting Call Planning
Prospecting Elevator Pitch
Prospecting Mindset and Lead Generation
Reframing Objections
Reframing Sales Consultants' Limiting Beliefs
Reframing Self-Limiting Beliefs
Replacing an Incumbent Vendor
Running Effective Team Sales Meetings
Tackling Common Objections
Tension Building Questions
The Art of Chunking
The Psychology of Buying Satisfaction
Thinking on Your Feet (Perceptual Positions)
Tracking Sales Activity
Understanding Core Motivational Drives

Transformational Leadership Skills

Building a Culture of Psychological Safety

Building Instant Rapport for Effective Coaching

Communication Styles and Chunking

Critical Components of Cohesive Teams

Managing Your Emotional State

Motivation Styles

Reframing Employee Limiting Beliefs

Taking Different Perspectives

The Art of Questioning

The Emotionally Intelligent Leader

The Importance of Resilience for Leaders

The Fundamentals of Successful Coaching

The Power of Self-Awareness for Leaders

Transformational Skills Coaching Framework

Well-Formed Outcomes

Customer Service

Building Instant Rapport with Customers

Chunking

Discovery Questions (Facts & Background)

Empathizing with Customers

Establishing Agreement Frames

Exploring Different Perspectives

Gaining Consent

Insight Stories

Insight Questions

Reframing Customer Objections

The Criteria Conversation

The Psychology of Customer Satisfaction

Understanding Customer Decision Making

Understanding Customer Motivation Styles

Emotional Intelligence & Wellbeing

Applying Self-Awareness

Authentic Happiness

Contributing to Cohesive Teams

Critical Self-Awareness

Foundations of Emotional Wellbeing

Emotional State Management for Wellbeing

About Adaptable Learning



Online Courses

Ready to use e-learning courses designed to meet the key professional development needs of modern workplaces.

Choose from over 80 courses

Mix & match to create your own bespoke program

Choose where to host – our LMS or yours



Customized Solutions

Customized courses to fill training gaps and address specific performance issues

Choose your level of customization and interactivity to suit your needs and budget

Choose where to host – our LMS or yours



Become an Authorized Partner

Expand your offering and grow your customer base.

Courses are hosted on your own branded portal

**Adaptable**
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