



## Consultative Sales Academy's Consultative Sales Certification (CSC) Outline of Investment

Consultative Sales Academy's CSC program includes a pre-curriculum assessment, a required introduction module and up to eight core consultative sales competency modules. To be certified, you must prove competence in all eight core consultative sales competencies by passing both the skills and knowledge and the behavioral application requirements.

### Consultative Sales Certification Training Program

**(Approximately 6 to 12 Months of Training, Coaching, Real-Life Application and Development)**

More than a single training event, this is a comprehensive approach to developing a consultative sales approach and service competence. Learners participate in group activities, individual learning modules, on the job application, individual and group coaching sessions and individual feedback.

### What's Included in the Consultative Sales Certification Training Program?

Pre and post training Sales Skills and Knowledge Assessment	Monthly online group coaching sessions
Live orientation and Kick-off Workshop	Certification crest and CEU credits where applicable
Eight individual e-Learning Modules	Access to your personal coach and peer collaboration
Individual on-the-job application exercises with personalized coaching and written feedback	Individual learning guides per module

### Full Curriculum Investment

Individual Training incl. 1-on-1 Coaching for All Inclusive CSA-CSC Training Program	\$2,980
Public Group Training incl Group Coaching for All Inclusive CSA-CSC Training Program	\$2,480

### Optional ala Carte Sales Training Modules

While we recommend that you participate in the comprehensive certification curriculum, we understand that there are times where sales and service professionals wish to participate in elective courses. The following outlines the investment based on individual course enrollment. Please note that this does not include any of the aforementioned group meetings or coaching sessions. Learners may opt for individual coaching and written feedback with each module.

Description	Individual Modules	Modules with Coaching
Consultative Sales Skills and Knowledge Assessment	\$95	n/a
Individual Consultative Sales Training e-learning Modules (per module)	\$295	\$495

