

Training Recap: Tuning Up Selling Skills with TEGG University's Advanced Sales Training

Several sales representatives participated in Advanced Training at TEGG University's Atlanta Campus in October.

Advanced Sales offers classroom theory and interactive workshops focusing on implementing the TEGG Selling System for TEGG participants, and the Linc Service Selling System for Linc Service participants.

It concentrates on improving sales techniques through informative role playing exercises, and includes information on activity generation, Concept/E-Call consultative selling, the verification process and objection handling.

The participants included:

- **Chad Baker**, Maintenance Sales Rep. of Superior Mechanical, Inc.
- **Steve Borland**, Maintenance Sales Rep. of Crosby Electric Company, Inc.
- **Marc Hilliard**, Project Supervisor, of Star Service – Houston
- **Ryan Hubbard**, Maintenance Sales Rep. of Crosby Electric Company, Inc.
- **Rex McMullan**, Maintenance Sales Rep., of Star Service, Inc. – New Orleans
- **Tanner Nussbaum**, Maintenance Sales Rep., of Bassett Mechanical
- **Cam Penter**, Maintenance Sales Rep. of Vulcan Heating & Air Conditioning Service, Inc.

The next Advanced Sales (SALE 4101) session will be offered July 10-12, 2018, at TEGG University's Atlanta Campus. For more information on upcoming courses, please view TEGG University's [2017 Training Schedule](#) and the [2018 Training Schedule](#), or visit TEGG University.

TEGG University offers about [80 job-specific, leadership, and management training courses](#), both on-site and online. It also offers [Associate Degree and five Bachelor Degree programs](#).

In addition to courses and degree programs, TEGG University also offers an [Executive Education](#) program, online [Skillport Learning](#), [Battle Staff Rides](#), [Customer Service Certification](#), [NICET Certification](#), monthly [Department Summit webinars](#), and technical training through the [AVO Training Institute](#).

For more information on enrolling in TEGG University courses or degree programs, or training programs, contact ABM Franchising Group's Manager of Education and Training, [Kristin Wissinger](#).

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