

## ABM Franchising Group Hosts Sales Training in Querétaro, Mexico

Linc Service and TEGG franchises from Mexico and Ecuador came together in Querétaro, Mexico, as ABM Franchising Group hosted a sales training session in April.

Led by Linc Service and TEGG Area Vice President Sofanor Alarcon, approximately 10 Linc Service and TEGG contractors participated in Sales Training.

During the training session, contractors reviewed the Sales Cycle, prospecting techniques, cold call best practices, effective use of flipbooks, system analysis, and proposals and negotiations. The participants honed their skills by participating in interactive roleplays, which were observed and critiqued by Alarcon.

Another Sales Training session is being planned in Querétaro in October.

For more information on upcoming courses, please view TEGG University's [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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