

# Journeys by ACTO



No field rep is the same...

Rep 1



**Experience**

TA = 0 yrs  
Product = 0 yrs  
Sales = 0 yrs  
Company = 0 yrs

Rep 2



**Experience**

TA = 10 yrs  
Product = 3 yrs  
Sales = 3 yrs  
Company = 0 yrs

Rep 3



**Experience**

TA = 0 yrs  
Product = 0 yrs  
Sales = 11 yrs  
Company = 9 yrs

Rep 4



**Experience**

TA = 22 yrs  
Product = 15 yrs  
Sales = 0 yrs  
Company = 0 yrs

Rep 5



**Experience**

TA = 19 yrs  
Product = 0 yrs  
Sales = 19 yrs  
Company = 0 yrs

Yet, today, all reps get the same training

	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8
	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2
	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2
	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2
	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2
	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2

This leaves reps **bored, irritated, and disengaged**

With Journeys, you can match training to your learners' needs

	Test Out	Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7	Week 8
	--	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2
	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2	BONUS
	Sales 1 Sales 2	TA 1	TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	BONUS	BONUS
	TA 1 TA 2	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 1	Sales 2	BONUS	BONUS
	TA 1 TA 2 Sales 1	Prod 1	Prod 2	Mkt 1	Mkt 2	Sales 2	BONUS	BONUS	BONUS

**BONUS weeks can be used to strengthen rep knowledge and skill mastery with advanced training**

OR

**Reps can get into the field faster**

## THE RESULT



- Streamlined training
- More effective selling
- Improved performance

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Get a demo