

# Intangible Benefits of On-Site Training

## Personalized training

Every webinar class has a canned presentation that's meant to fit a universal audience. With on-site training we learn how, when, where and why you work in your market. In a mixed group all-encompassing remote training, one-on-one interaction isn't usually available. On-site, we can also engage in role-playing, so your staff gains actual "hands-on" learning.

## Build a relationship

Match a face to a name. There is something about physically meeting and personally knowing me face to face, that is a basis for a relationship.

## Break the barrier to not asking a question

Over a year we conduct many Webinar classes, and, in those trainings, we find that trainees are reluctant to ask questions, even though they have a bit of anonymity (with us at least, not necessarily with their colleagues) since we are only individual internet voices.

## Build Trust

We support our clients. Period. Just because the training is over and we are back in our offices, doesn't mean that we expect attendees to know everything about services or classes, and they won't run into a situation where they would like a consult. Training on-site allows clients to get to know us and that we represent The CREST Network and the PREP™ program. We are personal contacts that your staff can reach out to; a contact they know, a contact they've met, and a contact they can trust will take care of them

## Company Commitment to Employees

Informed and prepared employees are an asset. When a company takes on the expense, planning and logistics to buy on-site training they are letting their employees know that they want them to be successful, they want them to have the tools to be better. They understand that the extra expense of on-site training has value.

Want On-Site Training? Call: Dick Wagner 419-202-6745 or Bill Giannone 908-553-6295