

Filing and Storage – An Overview

A broad introduction to the category of storage will increase the salesperson's skill level and confidence when qualifying and positioning storage products. Sales 'mistakes' cost money and this category is often overlooked when it comes to qualifying 'the need'. The Storage Qualification Tool will result in a product recommendation/solution that meets the specific need for your customer.

Upon completion of this training module the salesperson will know:

- The Storage Categories – Lateral, Vertical, Fireproof, Personal, High Density
- The Components/Features/Color Program
- The Qualification
- The Application
- The Recommendation
- The INDEAL Filing and Storage Manufacturers/Partners



This is a short training session lasting approximately 1 hour.



The ideal candidate for this course is a salesperson who is new to the office furniture industry.



Send your request to participate in this workshop to learning@indeal.org.