



# Workshop Announcement!

## Enhancing Field Rep Training with a Forward Thinking Approach

Presented by:

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Brand and Sample Strategy changes can affect how field representatives are required to execute your organization's sample policies and procedures. This workshop offers expert insights and reliable strategies to help you manage changes to your company's sample procedures.

We will discuss proactive measures, including:

- Evaluating the representatives' learning curve
- Assessing additional training needs for the field sales force
- Recommendations to assist the field during the transition

Successful process execution requires alignment with both internal and external stakeholders, including the sample department and third-party vendors, to ensure effective communication and collaboration throughout the transition. The workshop will also recommend tools to implement post-change, such as focused retraining, monitoring outliers, and using metrics to improve execution in the future.

Finally, we will emphasize the importance of completing the cycle by promoting the steps taken and aligning with key stakeholders.

**Take the first step toward smooth and successful forward thinking—  
register today!**

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### Vendor Note

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