

## SalesBoost Course List

User	Course	Status*	Course Code
New User	Instruction Video	Active	New Users
Business Travel Sales Manager	Business Travel - Qualifying	Active	BT104
Business Travel Sales Manager	Business Travel - Making the Call	Active	BT102
Business Travel Sales Manager	Business Travel - Presenting Creative Solutions	Active	BT203
Business Travel Sales Manager	Business Travel - Overcoming Objections	Active	BT105
Business Travel Sales Manager	Business Travel - Closing	Active	BT106
Catering Sales Manager	Catering Sales -Qualifying	Active	C104
Catering Sales Manager	Catering Sales - Making the Call	Active	C102
Catering Sales Manager	Catering Sales - Overcoming Objections	Active	C105
Catering Sales Manager	Catering Sales - Closing	Active	C106
Catering Sales Manager	Catering Sales - Pre-Call Planning	Active	C103
Conference Services Sales Manager	Conference Services -Effective Communication	Active	CS102
Conference Services Sales Manager	Conference Services -Qualifying Needs	Active	CS103
Group Sales Manager	Group Sales - Winning with Inside Sales	Active	GS208
Group Sales Manager	Group Sales - Qualifying	Active	GS104

User	Course	Status*	Course Code
Group Sales Manager	Group Sales - Presenting Creative Solutions	Active	GS203
Group Sales Manager	Group Sales - Overcoming Objections	Active	GS105
Group Sales Manager	Group Sales - Closing	Active	GS106
Group Sales Manager	Group Sales - Pre-Call Planning	Active	GS103
Group Sales Manager	Group Sales - Negotiating	Active	GS204
Group Sales Manager	Group Sales - Making the Call	Active	GS102
Group Sales Manager	Group Sales - Goal Planning	Active	GS201
Sales Leader	Leadership - Interviewing	Active	L103
Sales Leader	Leadership - Staffing	Active	L102
Sales Leader	Leadership - Performance Reviews	Active	L105
Sales Leader	Leadership - Coaching and Counseling	Active	L104
Sales Leader	Leadership - Role Overview	Active	L101
Sales Leader	Personal Development -Building Your Personal Brand	Active	PD201
Sales Initiatives	Winning Site Inspections	Active	SI201

User	Course	Status*	Course Code
Business Travel Sales Manager	Successful Negotiations	In Dev	BT204
Business Travel Sales Manager	Goal Planning	In Dev	BT301
Business Travel Sales Manager	Territory Research & Client Profile	In Dev	BT302
Business Travel Sales Manager	Local Account Management	In Dev	BT303
Business Travel Sales Manager	Global Account Management	In Dev	BT304
Catering Sale Manager	Role Overview	In Dev	BT101
Catering Sales Manager	Goal Planning	In Dev	BT201
Catering Sales Manager	Presenting Creative Solutions	In Dev	BT202
Catering Sales Manager	Creative Menu Design	In Dev	BT203
Catering Sales Manager	Creative Events & Memorable Experiences	In Dev	BT204
Catering Sales Manager	Spectacular Weddings	In Dev	BT205
Catering Sales Manager	Cultural Weddings	In Dev	BT206
Conference Services Sales Manager	Role Overview	In Dev	CS101

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Conference Services Sales Manager	Determining Success of Events	In Dev	CS105
Conference Services Sales Manager	Conference Services – Creative Food & Beverage Experiences	In Dev	CS201
Conference Services Sales Manager	Conference Services – Presenting Creative Solutions	In Dev	CS202
Conference Services Sales Manager	Conference Services – On-Site Management	In Dev	CS203
Conference Services Sales Manager	Conference Services – The Art of Upselling	In Dev	CS204
Conference Services Sales Manager	Conference Services – Room Block Management	In Dev	CS205
Conference Services Sales Manager	Maximizing Rooms to Space Ratio	In Dev	CS206
Group Sales Manger	Role Overview	In Dev	GS101
Group Sales Manger	Account Plans	In Dev	GS205
Group Sales Manger	Affinity Market Initiatives	In Dev	GS209
Marketing Initiatives	Intermediary Business Plan	In Dev	M203
Group Sales Manger	Group Sales – Territory Research & Client Profile	In Dev	GS203
Group Sales Manger	Group Sales – Financial & Insurance Markets	In Dev	GS204

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Group Sales Manger	Group Sales – Corporate Group Market Initiatives	In Dev	GS206
Group Sales Manger	Group Sales – Association Market Initiatives	In Dev	GS207
Group Sales Manger	Group Sales – Working with our CVB	In Dev	GS208
Group Sales Manger	Selling to the Luxury Market	In Dev	GS209
Group Sales Manger	Selling Resorts & Activities	In Dev	GS301
Leisure Sales Manager	Qualifying Needs	In Dev	LS102
Leisure Sales Manager	Presenting Creative Solutions	In Dev	LS201
Leisure Sales Manager	Overcoming Objections	In Dev	LS104
Leisure Sales Manager	Effective Closing Techniques	In Dev	LS105
Leisure Sales Manager	Working with Consortias	In Dev	LS202
Leisure Sales Manager	Working with TMCs	In Dev	LS203
Leadership	Leadership – Goal Planning	In Dev	L205
Leadership	Leadership – Effective Meetings	In Dev	L206