

# Make your case for your boss to say **YES!**

**Are you excited about Train The Trainer Boot Camp or becoming a certified training professional but unsure how to pitch it to your boss? Keep these things in mind!**

It's easy to see your boss as someone who only cares about the bottom line. Instead, think of it this way: Your boss, just like you, cares about improving the company's performance. He or she is looking on how to best spend money on training that will help you do a better job, which ultimately benefits your shared goal of bettering the company and the services you provide.

So, make your boss's job easier: explain exactly what you want to get out of the training program you're proposing. Tell them how the training will benefit your work and the company.

Realize that training doesn't have to translate directly into profits. Demonstrate how the program will improve your productivity or contribute to some quantifiable result. Of course, don't promise what you can't deliver.

When you approach your boss, think of it as a bit of a sales pitch. Keep it short but professional, and come armed with the facts, including a few bullet points about the benefits. Your boss isn't always going to say yes, but if you know what you want, are sincere, and can demonstrate the valuable to the company, you'll dramatically improve your odds.

With the help of our trainers, you will learn how to create exceptional training programs that elevate your credibility, confidence, skills and ultimately the quality of your training.

## **Why Invest in Training for Your Trainers?**

- You will return to work with a boat load of techniques and training tools that ensure learning and empower participants to work more efficiently.
- You will be in a unique position to help colleagues who are called upon to train staff.
- You will be the go-to person on how to elevate quality of all training at your company.
- Hard-working authors of training manuals frustrate that those who should turn to the manual for assistance, simply don't. Or worse, your company simply doesn't have good manuals.
- You will learn how to create and bring training manuals alive!

***Elevating the skills and effectiveness of your corporate trainers is like an insurance policy: Insurance that your crew can do their job! The company wants insurance on all its assets; well-trained people are their greatest asset!***