

How We Work with You

We Collaborate with Clients to Tailor, Train & Sustain the Learning

Relevant Content + Optimal Learner Experience + Flawless Execution

At ProImpress, we value collaboration. More than a word above the portico, collaboration means we work with you ensures that our expertise truly aligns with your real world experience. That's the only way our training and coaching solutions will be relevant for your front line learners and leaders. It's also the surest way to maximize your return on time and money invested (ROI) for your training initiative.

Quite actually, your success is our success. So together with your team, we'll get this exactly right. Here's how we do just that...



Implementation Expertise

Plan > Tailor > Train > Sustain

When getting started with small- and large-scale learning initiatives, the ProImpress project team begins with the knowledge that your successful training initiatives require more than just good content design and delivery. Of course, these are important; but no less important are factors that are often overlooked in a training initiative, to the peril of the program. At the edges of the learning event, there's the need for strong logistical planning, early stakeholder engagement, leadership buy-in, and clear metrics for success. We know that you have no tolerance for wasted time, money and energy. We don't either. We've got you covered!

Implementation Roadmap

Our decades of experience in orchestrating successful learning initiatives, with major organizations, have resulted in an easy, straightforward and dependable approach for managing all parts of the project. We engage with your team in a series of **well-orchestrated phases**: *plan > tailor > train > sustain*.

Outlined in the **Implementation Roadmap** from ProImpress, these phases provide the structure that can minimize our client's design and administrative man-hours, and eliminate costly hiccups. It also ensures that we achieve the desired outcomes of the training project:

1. Maximize the relevance of the learning content,
2. Optimize the learner experience, and
3. Execute flawlessly (and easily) all parts of the initiative.

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As needed, we provide this guidance to our clients to ensure we're on the same page – and the right road – to success. *[Once we agree to work together, ProImpress would love to share with you our **Implementation Roadmap: A Guide for Optimizing Your Learning ROI...** a well-regarded tool we provide to active clients!]*

Work with Our Experts

Relevant content and flawless execution can only be achieved with impressive talent. Our extensive team of dedicated experts brings years of experience to all facets of contracting, design, delivery and on-going support. **We're proud of our folks** behind the scenes, and in front of you and your learners. We think you'll be impressed, too!

Our team of dependable experts include: Client-focused Sales Reps, Learning Designers (with a bias for practice over theory), Graphic Designers, Case Writers, Technology Support, Project Managers, Subject Leads, Seasoned Consultants (who know your business), Legal, Accounting, and ProImpress Leadership.

Learning Design Expertise

You want a **Learner Experience that fully resonates** with your target population, and drives sustainable behavior change.

Built-in Learning Designs that Assess | Train | Measure | Sustain (ATMS®) Performance

Our *ATMS® Learning Designs* help you *Assess | Train | Measure | Sustain* key behaviors for reliable success. We've built into our programs highly effective methods for practice and instruction, such as: on-line pre-work and assessments; tailored practice cases; instructionally sound and engaging learner activities; on-going reinforcement tools. These translate into a better learner experience for your people, and greater "stickiness" in the learning. Smart!

Choose from Three Levels of Customization

Every course we teach at ProImpress is tailored; the question is: What level of tailoring is right for your initiative? You'll want to align the design and delivery of your learning solution to perfectly suit your business objectives, your budget, and your bandwidth. Just so: our *Levels of Customization* make it possible to **optimize the Learner Experience** while keeping an eye on resource and financial constraints. Easy! *[Once we agree to work together, ProImpress would love to share with you our **White Paper: Optimizing the Learner Experience...** a well-regarded tool we provide to active clients!]*

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What's right for your initiative?

<p>Level A Ready&Relevant®</p>	<p><i>Pre-tailored learning solutions with ATMS© designs - existing modular courses + existing case exercises that reflect your business environment</i></p>
<p>DECISION CRITERIA (is this your best option) You want a solid, proven and engaging learner experience without spending more than necessary. You need to minimize the amount of time our own people will be involved for design and rollout (either we don't have dedicated personnel for this type of initiative; or our current workload prohibits our staff from more than a minimal role in the rollout). But you don't want to skimp on quality and content relevance. It must be right – yet affordable – for your audience of learners.</p>	
<p>Level B Tailored Treatments®</p>	<p><i>Semi-custom learning solutions with ATMS© designs - existing modular courses + targeted tailoring of cases and exercises to reflect your business environment</i></p>
<p>DECISION CRITERIA (is this your best option) You want a solid, proven and engaging learner experience. Your team is able to commit time and resources to work with ProImpress throughout the tailoring process and the rollout. You don't want to skimp on quality and content relevance. It must be right – yet affordable – for your audience of learners.</p>	
<p>Level C Custom Coursework®</p>	<p><i>Custom learning solutions with ATMS© designs – extensive tailoring of course objectives, agenda, add-on modules, case studies, exercises and skill drills to reflect your business environment. Leverages design and implementation expertise from ProImpress, as well as our knowledge of relevant, target behavior</i></p>
<p>DECISION CRITERIA (is this your best option) You want a high level of tailoring in the training for your learners, with a custom agenda, more cases, and more practices than are offered in the Tailored Treatments. You are counting on ProImpress' learning design and delivery teams to draw from their extensive experience in Client-facing Effectiveness Skills Training, and to create and implement an ATMS© learning solution that's highly tailored to fit your particular needs. *Recommended for large rollouts with multiple training sessions to be delivered [Note: ProImpress is not a "work for hire" consultancy; even our more custom work draws from our known, copyrighted content, and as such will remain the property of ProImpress. Content that is exclusive to our client's business, however, remains their property.]</p>	

*Our ATMS© learning designs help you Assess | Train | Measure | Sustain key behaviors for reliable success.

Let's Work Together

If two heads are better than one (and we think they are), imagine what we'll accomplish when we put our heads together with your team.