

basic training

development programs

\$1899*

includes

- fourteen 60 minute live group webinars
- seven 60 minute 2:1 project coaching
- management summary email

who furniture specifiers new to Knoll

what 7-week webinar series

where via computer

why speed + accuracy = sales

how furniture expert trainers

"I learned so much foundation-building knowledge from Basic Training. In fact I still reference the documents I received from the course to this day."

- basic training participant

your mission,

At this kimiko training, our mission is to provide new-to-Knoll designers the product expertise, resources and ongoing support needed to quickly produce accurate Knoll specifications. We will cover the primary Knoll product lines, including the tricks of how to blend them together competitively. CET and CAP Worksheet topics focus on software shortcuts that produce fast and accurate specifications.

topics

- Knoll product overview & electrical overview
- dividends overview
- reff overview
- antenna overview
- template overview
- product blending
- rockwell

advantages of sending new hires to basic training

- your new hire will be able to take a project and run with it
- your existing design staff can continue to focus on production rather than training
- your new hire quickly becomes a productive and contributing member of the design department

disadvantages of not sending new hires to basic training

- diminished production for senior staff during onboarding
- increased spec errors from rookie mistakes
- new designers feel overwhelmed and unsupported

return on investment

- the project coaching sessions, coupled with the informative webinars and handouts, ensure that the material covered is absorbed and applied
- typical participants report 50% increase in productivity after completing basic training. With that increase in productivity, can you afford not to participate?

basic training ROI

development programs

productivity

"I'm 50% more productive."



A recent poll of previous basic training participants stated they, as an average, were 50% more productive after taking the course.



monthly figures



A 50% increase in productivity translates to 80 production hours gained per month. That's 960 production hours in 1 year!

production hours gained in 1 month		
+ 20 hours		
+ 20 hours		
+ 20 hours		
+ 20 hours		

january	february	march
april	may	june
july	august	september
october	november	december

960
hours in
1 year

yearly figures



With a participant's hourly wage of \$28, you gain over \$27,000 production dollars in 1 year.



$$\$28 \times 960 = \$27K$$

january	february	march
april	may	june
october	november	december

participant's
hourly
wage

production
hours gained
in 1 year

production
dollars gained
in 1 year



ASK YOURSELF

Does it make sense to invest **\$1899** in training to gain **960** production hours and **\$27,000** production dollars in a year?