

# The Benefits of Online Training

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Training and growth are vital to success throughout the career of a financial advisor, para-planner, office manager, and other key employees in your office. Consider this basic fact presented in an article posted on Career Toolkits.

*"(Financial planners) find that ... income is tied to your ability to attract and retain new clients, so it's important to work to improve your sales and marketing skills throughout your career."*

Another article related to how financial planners make money says this,

*"... marketing and selling can be critical to success in the industry, so improving sales skills might be a way to stay competitive. Further education, particularly pursuing the Certified Financial Professional certification, may also help to gain an edge in a competitive field."*

How do you get the training you need in a cost and time effective manner? Thanks to the internet and all the connected devices online study is a popular and effective choice for many learning and growth needs for yourself and your office. For many the option of studying at home in a self-directed time and pace is far more practical and cost effective.

## Here are just some of the benefits of online learning:

- Study in your own time, on your own computer
- Learn at your own pace - not that of your peers or trainer
- More cost effective compared to other training methods
- No travel related expenses of either time or money
- Certify your knowledge and show your peers and co-workers your new skills
- Save money and time for live training by covering the basics with online training
- Give yourself the best chance of career growth

BSB Partners, Inc. has partnered with BizLibrary, the nation's leading online training and e-learning provider for small and mid-sized organizations to provide our member organizations affordable and flexible solutions that deliver real business results. The catalog includes over 8000 course titles spanning a variety of types, including e-Learning courses, streaming video, and video/DVD access, on topics such as:

- Sales Skills
- Customer Service
- New Management & Supervisor
- Leadership Development
- Legal Compliance
- Health and Safety
- Desktop Computing Skills

For a **free** demonstration of the site and a custom designed curriculum **for individuals or organizations**, [click here](#). Try out any of these courses for free:

- Preparing for Successful Sales (sale\_01\_a03\_bs\_enus)
- Sales Communications Essentials (SALE0432)
- Strategic Account Sales Skills Simulation (SALE0130)
- Introduction to Sales (sale\_01\_a01\_bs\_enus)
- Delivering High-impact Sales Presentations (SALE0135)
- Building a Winning Sales Team (SALE0151)
- Motivating a Winning Sales Team (SALE0153)

Contact BSB Partners, Inc. if you need help creating your training curriculum. Beckie would love to serve your talent management, training, and team building needs. Call 513-907-8922 or email [beckie@bsbpartners.com](mailto:beckie@bsbpartners.com). Learn more at [www.BSBPartners.com](http://www.BSBPartners.com)