



Modern Sales Training is now an IBPI Preferred Vendor Partner!

Modern Sales Training (www.modernsalestraining.com), an industry leader in sales training courses, workshops, and consulting services, has partnered with IBPI (www.ibpi.net) to provide a suite of proven online sales courses and copier sales training services that will assist dealers around the country in creating top sales performers. As a preferred partner, Modern Sales Training will provide both an online platform for new hires, tenured reps and sales leadership to access 24/7 to improve sales skills as well as offer an exclusive monthly copier sales training program for virtual coaching and support.

"The office equipment industry is driven by sales and in order to be effective, a dealer must have well trained representatives." said Mark Grice, Executive Director at IBPI. "Modern Sales Training has created multiple online sales courses to give every IBPI Member the opportunity to have a more productive sales staff. Derek also has created a weekly virtual coaching clinic so he can be face to face with your team to follow up on the lessons learned during the coursework."

"I couldn't be more excited to partner with IBPI and to provide sales training in-a-box programs that will help level up the sales performance of dealers around the country," says Derek Shebby. "My copier sales training program and online sales fundamental courses are based upon proven methods we used over my 17 years at our Xerox mega dealership to effectively prospect to net new, win competitive price wars and ultimately develop top sales reps and managers. I can't wait to help other dealers build sales teams that are filled with top performers."

Modern Sales Training has created exclusive pricing for IBPI. Members receive a 50% discount off of the online sales training suite of courses. You can learn more about the curriculum at <https://www.modernsalestraining.com/ibpi-members/>

About IBPI

IBPI (www.IBPI.net) is the largest buying group in the office equipment industry. Their membership is composed of over 500 commercial copier and print dealers located throughout the United States and Canada. Since 1987, IBPI has built an outstanding reputation, based upon bringing tremendous buying power to dealers. Members get discounted pricing from vendors and a rebate check every year based on their purchases. IBPI is committed to combining the buying power of its' membership through purchasing programs negotiated with vendors who provide quality products and services.

About Modern Sales Training

Modern Sales Training (www.modernsalestraining.com) provides relevant, actionable, and results-driven sales training and sales consulting services to organizations around the world. With over 20,000 salespeople and teams trained from their best-selling sales training course, Sales In 21 Days, companies are continuing to turn to Modern Sales Training to assist with the creation of their own sales learning paths for top sales performers, custom-tailored sales workshops designed for immediate results, and sales consulting services to solve the most difficult sales challenges. Derek Shebby, the founder of Modern Sales Training, spent 17 years as a top sales executive and sales director with Xerox Corporation in California. During his tenure, he was a 13 time Sales President's Club Award winner, coached hundreds of salespeople and sales leaders to excellence, and helped grow his local division from \$40 million to over \$100 million in annual revenue (30 - 500 employees).

For more information, please contact:

Derek Shebby
derek@modernsalestraining.com
619.507.5972