



Boost Sales Team Performance with Loop

The image displays the harte. web application interface on both a desktop and a mobile phone. The desktop view shows a user named Jamie with 6 unread notifications. The main content area features three announcements: "Annual Sales Meeting", "Six Sigma Certification", and "Now available: Design Thinking". Below the announcements are sections for "Your To-do's" and "Events". The mobile phone view shows the same interface in a vertical layout, highlighting the "Your To-do's" section with items like "Compass S Marketing Vid...", "Compass S FAQs", and "Compass S Ordering Gui...".

harte. You Product Info Content Admin

Good morning, Jamie
You have 6 unread notifications

Search for anything

Announcements

- Annual Sales Meeting**
View
- Six Sigma Certification**
View
- Now available: Design Thinking**
View

Prev Next

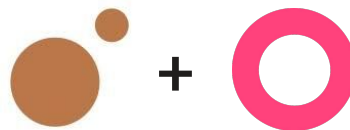
Your To-do's View all (6) →

- Compass S Marketing Vid...**
No due date • Images
Incomplete
- Compass S FAQs**
No due date • PDF
Incomplete
- Compass S Ordering Gui...**
No due date • PDF
Incomplete

Events View all (3) →

- Webinar: Bloodborne Pat...**
Mon, Mar 5 2023, 11:00 AM - 12:00 ...
- Webinar: Collaborative C...**
Tue, Jul 10 2023, 2:00 PM - 7:00 ...
- Webinar: Hin Benlame**

Maestro, Creators of Loop



Maestro is a learning innovation company with deep expertise in strategy, design, media, and software engineering.

For more than 15 years, we have partnered with other innovative organizations to create disruptive, strategy-led solutions that create effective experiences for internal teams and external audiences.

With all this knowledge and passion, we created Loop. The industries most configurable and extendable sales and enablement platform to date.



Google



Medtronic



BWH | Hotels

Southwest

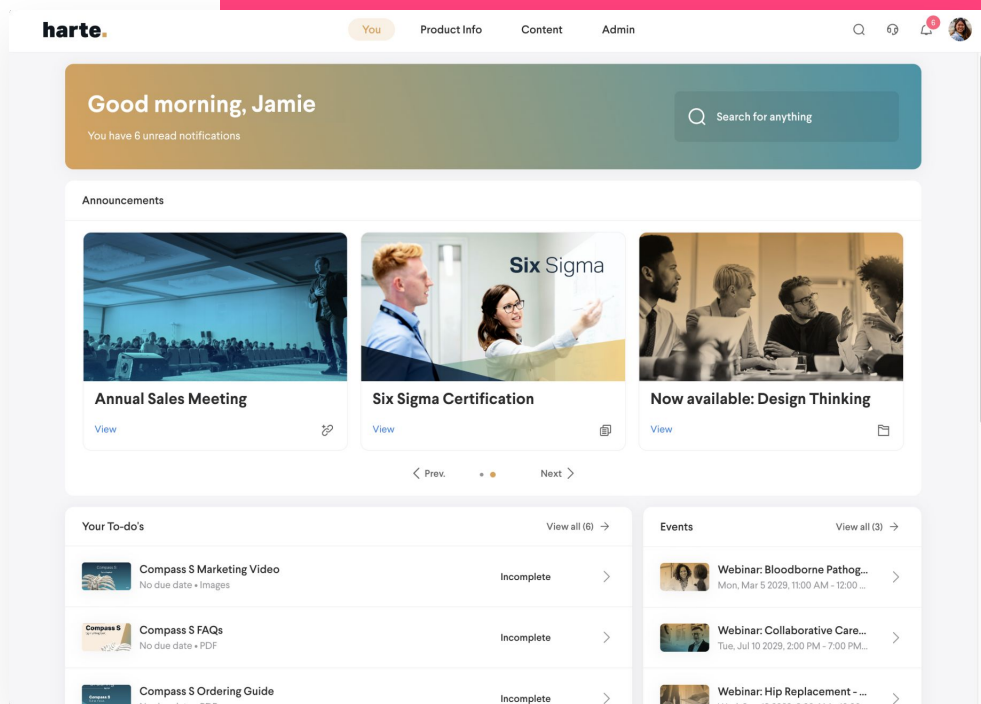
Johnson & Johnson

NETFLIX

PACCAR

What is Loop?

Meet Loop, the only configurable sales training and enablement platform that can be tailored to your specific sales support needs.



Why do I care?

Loop helps your reps spend less time searching, training, and practicing, and more time selling.

How our customers are using Loop

Our agenda is centered around a handful of key sales use cases



Upcoming
Product Launch
Support

LIVE
DEMONSTRATION



Training
Events

PRESENTATION
DEMONSTRATION



Advance
Product Sales
Certification

PRESENTATION
DEMONSTRATION

Some others customers love

Field Coaching Reports

Onboarding

Pitch Development
& Coaching

360° Feedback Tool
& Integration

Customer Education
& Product Training

ALSO ...

Custom Front-ends with
Abbott & Southwest

Sales Application
Deployment

Delivers Custom ROI
Calculators and
Sales Support Apps

... and much more!

Product Launch

Inspire. Prepare. Support.

Upcoming Product Launch Support

Inspire

Create custom launch pages

Make announcements

Automated emails

Prepare

Provide learning paths

Create training events and promotions

Create a certification

Leaderboards

Support

Provide ongoing access to critical training and marketing material

Promote FAQs and quick access resources

Shareable content controls

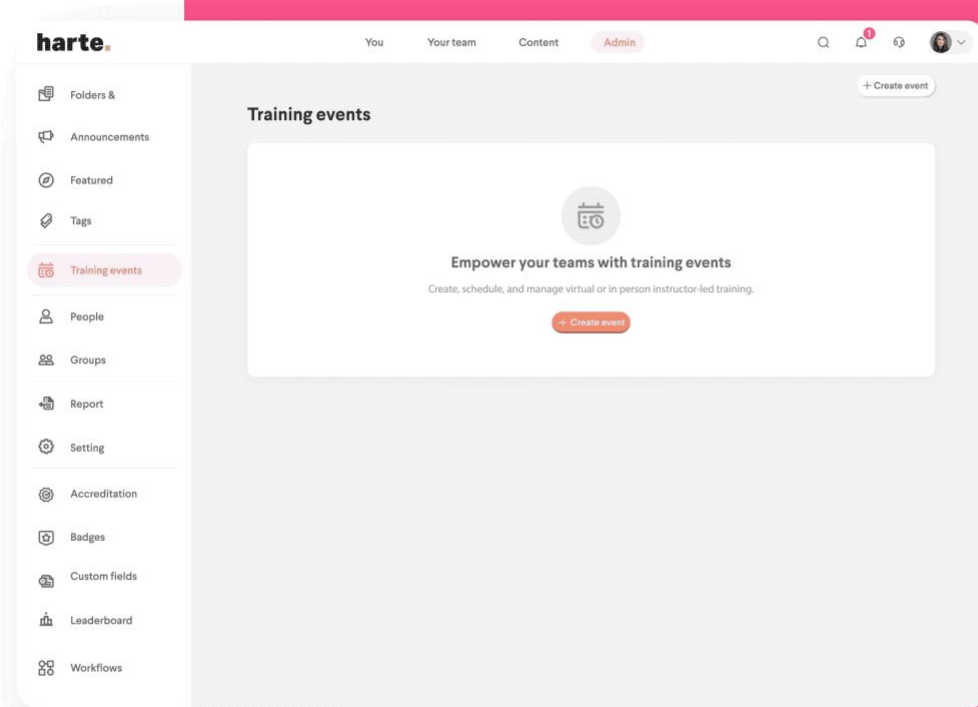
Collect feedback through surveys

Training Events

Get ready to win this year

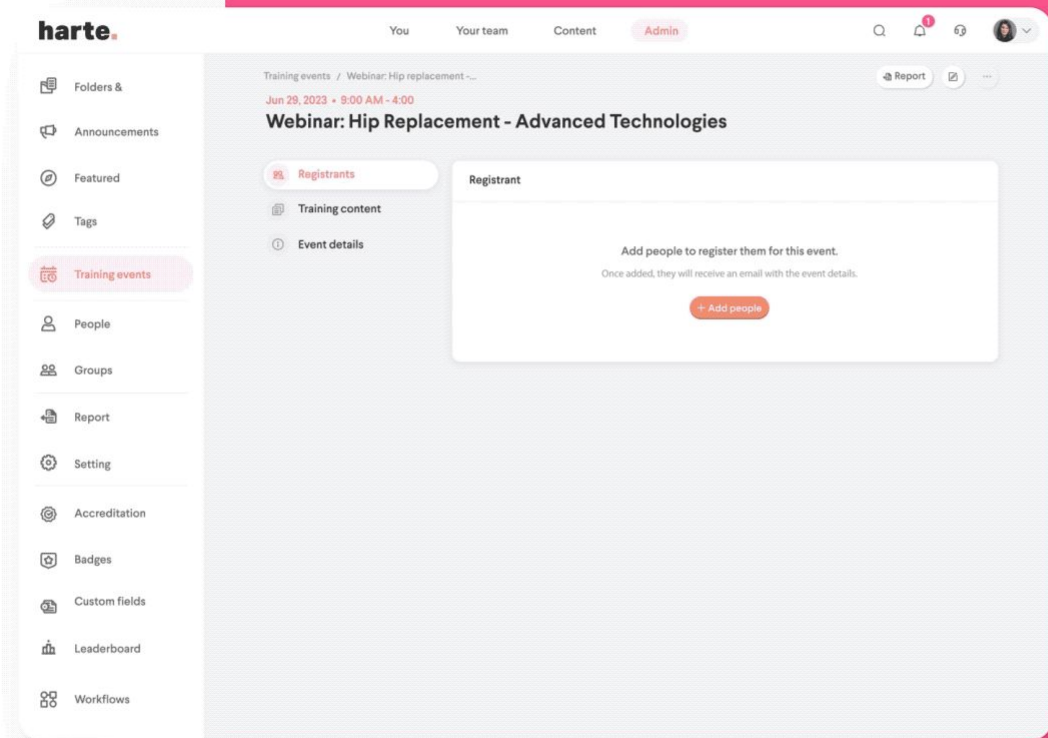
Easy Event Setup

- Event details
- Location
- Instructors
- Event content



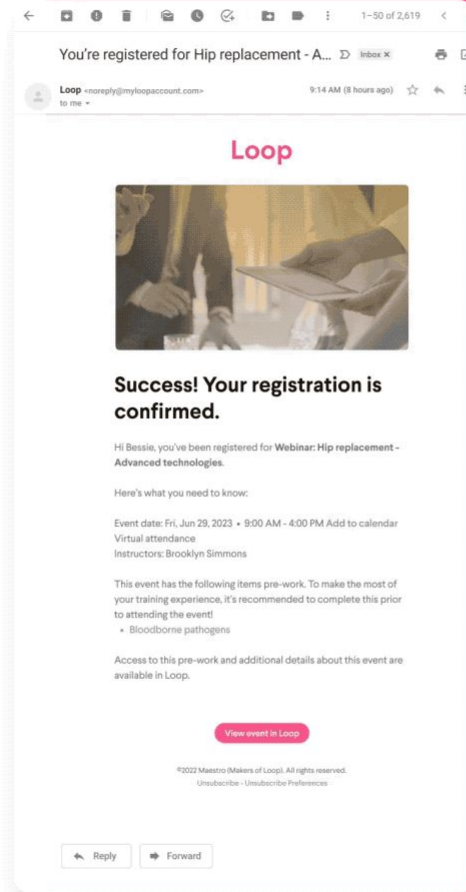
Rep Enrollment

- Easily enroll your users
- Import users in bulk



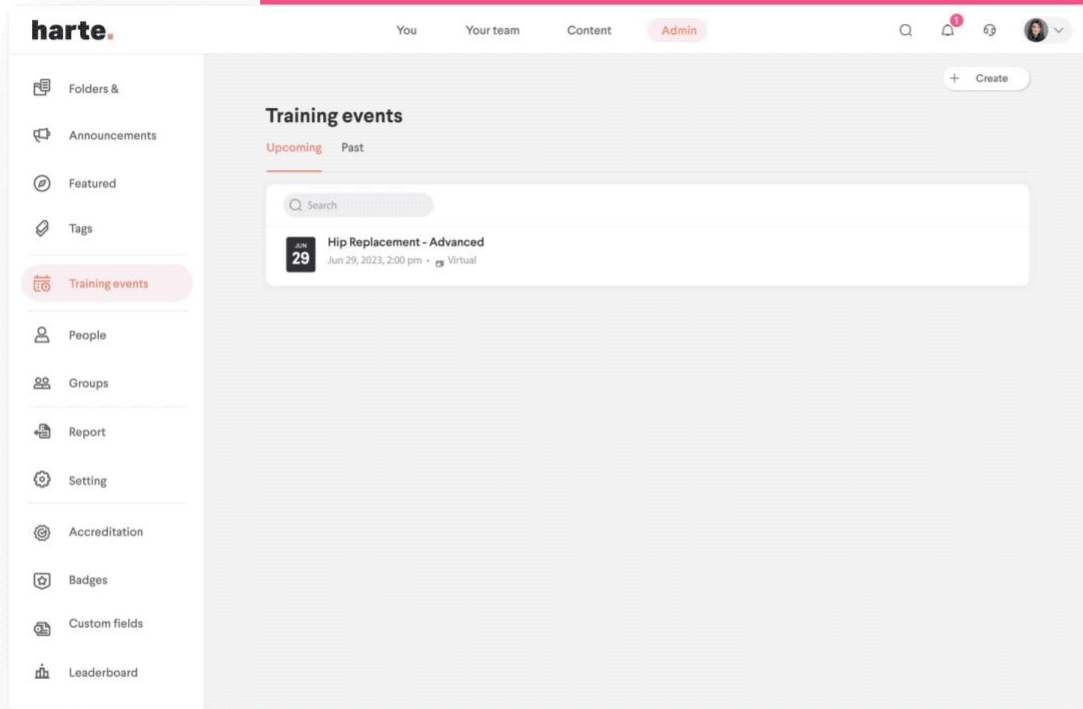
User Accessing Event and Content Virtually

- Email notifications
- Quick access
- Complete prework



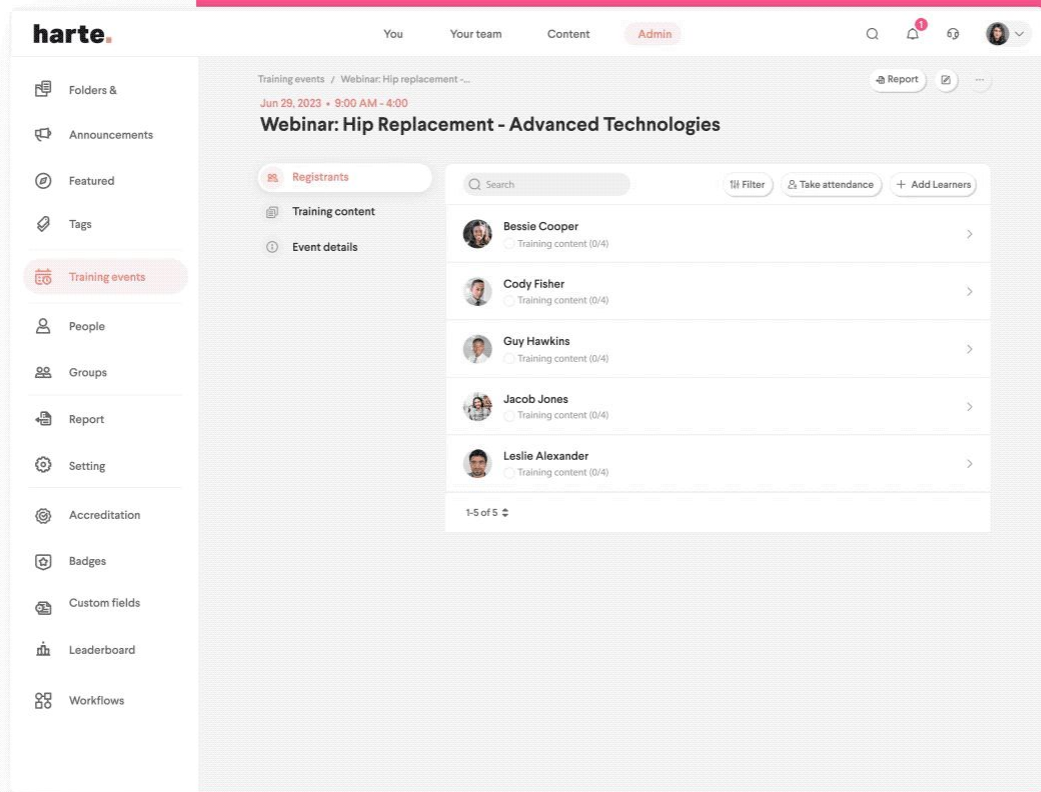
Prework? Postwork? No Problem!

- Assign Pre and Post work to attendees
- Track real-time progress



Attendance is a Breeze

- Easy attendance management
- Bulk load attendance sheets



Certifications

Confidence that your message
is being delivered as intended

Build Certification Tracks

- Establish criteria for Certifications
- Internal content or external activities
- Gating criteria
- Optional criteria

The screenshot displays the 'harte.' web application interface. The top navigation bar includes the logo, a user profile 'You', and menu items for 'Expense S Launch', 'Product Info', 'Content', 'Admin', and 'Your team'. The main content area is titled 'Expense S Product Certification' and shows a progress indicator 'Incomplete 0 / 6 items completed'. Below this is a table of certification items, all marked as 'Incomplete'. To the right, there are two panels: 'Description' with the text 'Show the world that your an Expert on the Expense S Shoulder Implant. This certification demonstrates that you're qualified to enter the operating room on your own.' and 'Completion review' with a 'Require approval' status.

Certification progress		Search
	Expense S Brochure Review	Incomplete
	Introduction to Expense S Shoulder Implant	Incomplete
	Expense S Features and Benefits	Incomplete
	Expense S Messaging Guide	Incomplete
	Expense S Messaging Practice	Incomplete
	Expense S Implant Cadaver Procedure Simulati...	Incomplete

Award Certifications

- Customizable certification templates
- Easily print/download or share

harte.

Certificate of Completion

AWARDED TO

Leslie Alexander

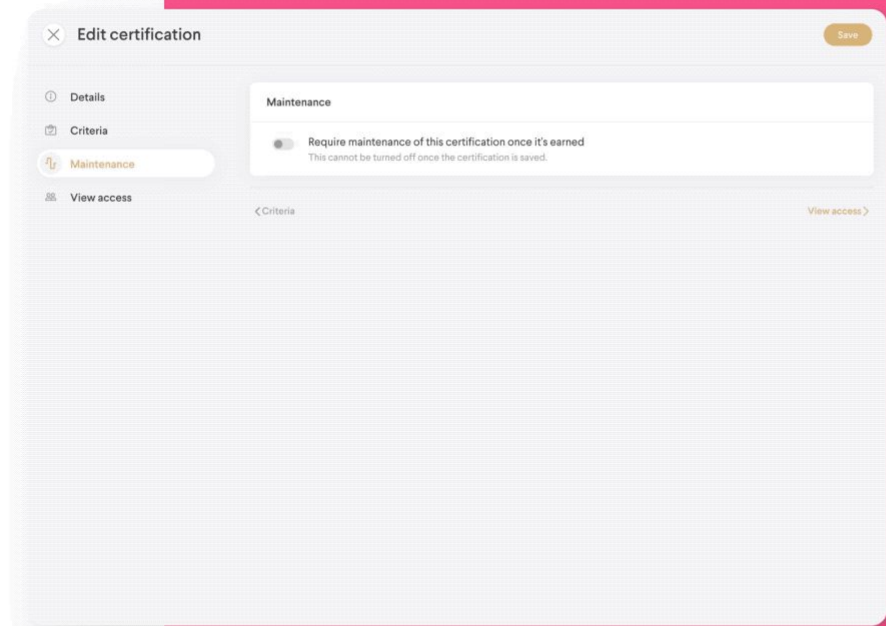
FOR COMPLETING

Expanse S Product Certification

ON January 25th, 2023

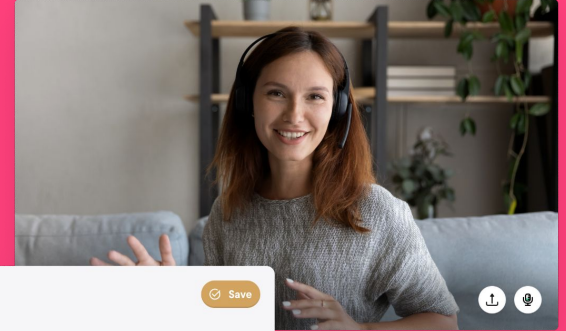
Certification Maintenance

- Set criteria for maintaining your certification status
- Set maintenance timeframes and requirements



Customizable Rubric

- Facilitate, grade, and track practical skill assessments
- Record and grade sales messaging with video scenarios
- Customize and track field coaching reports



← Save

Rubric entry

Rubric 12 POINTS NEEDED TO PASS

Rubric: Sales Rep Performance - Handling Objections for Expense S

Please rate the sales representative's performance in handling objections for the Expense S humeral implant product based on the following criteria:

How effectively did the sales representative empathize with the customer's objection?* (3 points possible)

- Excellent - The sales representative demonstrated deep empathy and understanding of the customer's objection, addressing their concerns effectively.
- Good - The sales representative showed some level of empathy and understanding, but could have delved deeper into addressing the customer's objection.
- Fair - The sales representative had limited empathy towards the customer's objection and did not adequately address their concerns.
- Poor - The sales representative lacked empathy and did not address the customer's objection appropriately.

How well did the sales representative provide a clear and concise response to the objection?*

- Excellent - The sales representative provided a clear and concise response, effectively addressing the objection and providing relevant information.
- Good - The sales representative gave a satisfactory response, but it could have been more concise and focused on addressing

Q&A

Contact us



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