

ENVIRO-SOLUTIONS E-LEARNING COURSE DESCRIPTIONS

101 - Introduction to E-Learning

This set of modules provides an explanation of the user operation of the program, as well as previews of topics covered in the course material. Do not attempt to use this program with a dial-up connection! It requires a high speed connection!

103 - Enviro-Solutions Training Manual

This course requires the Enviro-Solutions Training Manual DOWNLOAD (available in any of these modules) in order to complete the quizzes. It will require a complete knowledge of the Enviro-Solutions Training Manual in order to pass all the quizzes!

106 – Green Terminology

Definitions for many technical terms related to the Green movement, floor care, bio-enzymatic products, disinfectants, etc. It defines terms such as bio-degradability, aquatic toxicity, bioaccumulation, eco-babble, green-washing, green certified, etc!

111 - Key Products – Floor Care Products

This course provides features, advantages and benefits of our most popular Floor Care Products, as well as tabletop demos and target markets. Products such as ES84, ES85, ES90, ES91, and RESTORE!

112 - Key Products – Floor Finishes & Sealers

This course provides features, advantages and benefits of our most popular Floor Finishes & Sealers as well as some tabletop demos and target markets. Products such as ES82, ES96, ES97, and ES99!

113 – Key Products – Encapsulation Cleaner for Grout & Rubber Floors

This course provides an in-depth discussion of the use of ES93+ Encapsulation Cleaner for Grout Cleaning, as well as Rubber Floor Cleaning!

121 - Key Products – Carpet Care Products

This course provides features, advantages and benefits of our most popular Carpet Care Products, as well as tabletop demos and target markets. Products such as ES71, ES87, ES88, ES92, etc!

122 – Key Products – Encapsulation Cleaner for Carpet Care

This course provides an in-depth discussion of the use of ES93+ Encapsulation Cleaner for Carpet Care, including an overview of the history of carpet cleaning chemicals, and the many methods available for carpet cleaning!

130 - Key Products – Disinfectants

This course provides features, advantages and benefits of our most popular Disinfectants, as well as tabletop demos and target markets. Products such as ES25, ES64, ES128, ES256, ES512, etc!

140 - Key Products – Hand Care Products

This course provides features, advantages and benefits of our most popular Hand Care Products, as well as tabletop visuals and target markets. Products such as ES49, ES50 and ES59!

150 - Key Products – Washroom Cleaners

This course provides features, advantages and benefits of our most popular Washroom Cleaners, as well as tabletop demos and target markets. Products such as ES51, ES53 and ES56!

155 – Key Products – Odor Control

This course provides features, advantages and benefits of our most popular Odor Control Product, ES58, as well as target markets and sales opportunities!

160 - Key Products – General Purpose Cleaners

This course provides features, advantages and benefits of our most popular General Purpose Cleaners, as well as tabletop demos and target markets. Products such as ES70, ES71, ES74, ES75, and ES77NFP!

165 - Key Products – Specialty Products

This course provides features, advantages and benefits of our most popular Specialty Products, as well as tabletop demos and target markets. Products such as ES73, and ES78+!

170 - Key Products – Introduction to Bio-Active Products

This course provides a technical overview of our Bio-Active Products, including details on the science of how they work, and where they work!

171 - Key Products – Bio-Active Odor Elimination Products

This course provides features, advantages and benefits of our most popular Bio-Active Odor Elimination Products! Products such as ES100, ES110, ES120, and ES130!

173 - Key Products – Bio-Active Drain Maintenance Products

This course provides features, advantages and benefits of our most popular Bio-Active Products for Drain Maintenance, Grease Trap Control and Septic Tank Treatment! Products such as ES200, ES210, and ES220!

175 - Key Products – Bio-Cleaning and Deodorizing Urinal Products

This course provides the features, advantages and benefits of our ES230 Bio-Cleaning and Deodorizing Urinal Blocks!

176 - Key Products – Bio-Active Floor Cleaning and Degreasing Products

This course provides features, advantages and benefits of our ES650C Bio-Active Food Plant Degreaser, and ES680C Bio-Active Super Floor Degreaser!

178 - Key Products – Bio-Active Super Concentrated Cleaning Products

This course provides the features, advantages and benefits of our super concentrated Bio-Active Products for cleaning and deodorizing! Products such as ES900C, ES910C, and ES920C!

180 - Dilution Control Systems & Dispensers

This course provides details about several key dilution control systems and dispensers, including discussions on appropriate applications for each of them. Dispensers such as the Taskmizer, the Dual Select Accudose, the SMP, and the MMP!

201 - Selling Skills

This course provides an introductory module to Selling Skills! It provides an overview of the courses and modules, as well as some secrets to the key to success!

211 – Proper Personality Traits

This course discusses the personality traits necessary for success in sales, including success attributes, proper mental attitude, appearances, implementing action, etc.

221 – Managerial Skills

This course examines the managerial skills necessary to be successful in sales, including business basics, strategies, planning, forecasting, etc.

222 – Managerial Skills (continued)

This course examines additional managerial skills necessary to be successful in sales, including territory and time management, administrative duties, reporting, etc.

231 – Sales Skills

This course offers an in-depth discussion of the sales skills necessary to be successful in sales, including prospecting, profiling, appointment setting, audits and site surveys, etc.

233 – Sales Skills (continued)

This course offers in-depth discussions of additional sales skills necessary to be successful in sales, including in-service seminars, handling objections, closing, follow-up, etc.

241 – Knowledge

This course examines the knowledge needed to be successful in sales, including knowledge of the company, the products, the competitors, the industry, etc.

250 - 12 Week DSR Training Program

This course discusses tactical training for new Distributor Sales Reps. It provides tasks and schedules aimed at creating fully trained, confident sales reps in only 12 weeks!

301 - Procedures – Intro to Green Cleaning

This course provides material specific to Green cleaning, including a general overview, tips of the trade, etc.

310 - Procedures – Floor Care (Part 1)

This course provides procedural training covering daily floor care and an overview of floor maintenance, as well as modules for specific tasks, such as dust mopping, damp mopping, auto scrubbing, burnishing, spray buffing, etc.

311 - Procedures – Floor Care (Part 2)

This course provides procedural training covering techniques for applying floor finish & sealers, as well as wet stripping and scrub & recoat procedures, etc.

320 - Procedures – Carpet Care

This course provides procedural training covering general carpet maintenance tips, as well as modules for specific tasks, such as vacuuming, bonnet cleaning, extraction, spot & stain removal, low moisture carpet cleaning, etc.

330 - Procedures – Washrooms & Showers

This course provides procedural training covering general washroom care, shower room cleaning, restroom & locker room cleaning, etc.

340 - Procedures – General Office Cleaning

This course provides procedural training covering general office cleaning, conference room cleaning, etc.

350 - Procedures – Public Area Cleaning

This course provides procedural training covering entranceway cleaning, corridor cleaning, elevator cleaning, staircase & landing cleaning, etc.

360 - Procedures – School & Colleges

This course provides procedural training covering classroom cleaning, library cleaning, resident room cleaning, athletic facility cleaning, laboratory cleaning, etc.

370 - Procedures – Housekeeping Rooms

This course provides procedural training covering the proper maintenance of housekeeping closets, storage rooms, etc.

401 – Training Manual Refresher Course

This course provides an overview of the material covered in the Enviro-Solutions Training Manual CD.

460 - Disinfection & Decontamination PowerPoint Presentations

This course provides modules specific to Disease Defense Conditions (DEFCON), including Blood & Body Fluid Cleanup Procedures and Complete Facility Decontamination, as well as Green Issues, IAQ, etc.

465 - Disinfection & Decontamination Seminar Videos

This program contains videos of a 'live' presentation by Mark Warner in Ontario in June 2009.

COMING SOON!

15-Second Sales Scripts on Key Products

Additional Selling Skills

Additional Product Videos

Dispenser Installation Tips

COMING IN THE FUTURE!

Facility Problems & Solutions

Market Segment Training

US GBC LEED Program

Cleaning For Health

Going Green In Healthcare