



PROGRAMS AND SOLUTIONS OVERVIEW

THE **RIGHT** TRAINING PARTNER MATTERS

For over two decades, XINNIX® has been a premier leader in sales and leadership performance development. Harnessing the drive of our core principle that “Through excellence, there are infinite possibilities,” we exemplify this in how we do business and apply this same philosophy to our customers to elevate their results and achieve success.

At XINNIX®, results matter; that is why key components such as highly experiential training, accountability, and coaching are woven into the very fabric of each of our training programs. We provide more than “just training.” Our proven system impacts and empowers participants to ascend to higher levels of achievement and personal execution.

PERFORMANCE PROGRAMS

XINNIX SELLx™

Imagine your target market thriving with your product or service as the ultimate go-to solution. Envision a vibrant company culture where your sales team exudes unparalleled engagement. This program provides a proven method to foster more productive customer conversations, offering value-driven solutions and propelling opportunities that yield remarkable results. Your sales professionals will acquire the skills and disciplines needed to dominate target markets and achieve organizational objectives. Every participant will be empowered to reach new heights through experiential learning that transforms mindset, skillset, and action set.

XINNIX LEADx™

Leaders cast vision and influence their teams to achieve higher levels of success, but who invests back in them? The XINNIX formula for elevating mindset and skillset is a holistic approach to developing next-level leadership. This highly experiential curriculum explores powerful topics such as communication, integrity, trust, and ownership. Leaders will sharpen their ability to lead themselves, their role, and their team with excellence. Discover how this program can empower your company to transform culture, teams, and business results.

XINNIX MANAGEx™

Supercharge your current and future management talent with cutting-edge skills training that empowers decision-making. Experiential learning dramatically boosts manager impact and outcomes in areas like effective team management, positioning teams for success, coaching team members to excellence, motivating the team to greatness, and transforming teams to exceed expectations. Take the leap and propel your management team to extraordinary heights today!

REINFORCEMENT PROGRAMS

REINFORCEx

A bundled solution of all four Reinforcement Programs to maximize consistent performance and includes ENERGIZE, BOOST, PRACTICE, and ADVISE throughout the partnership term.

ENERGIZE

Energizing monthly classes on relevant topics to create learning that lasts and drives retention and execution.

BOOST

Monthly topical videos for salespeople to elevate engagement throughout their XINNIX journey.

PRACTICE

Quarterly hands-on practice sessions focusing on best practices and real world examples to refine the sales skillset.

ADVISE

Access to the XINNIX Performance Coaches to provide direction, answers, and advice in key opportunities.



ENHANCEMENT SOLUTIONS

XINNIX ENGAGEx™

Are your team's conversations impactful, energizing, and highly productive? Uncover the advantages of a connected and effective workforce for your bottom line. This proven solution seamlessly combines the renowned Extended DISC assessment with powerful XINNIX training and coaching sessions. Assessments showcase communication styles and reveal potential pitfalls, while impactful XINNIX training and coaching empower sales teams and organizations to apply assessment results to communicate, lead, manage, and sell more effectively.

XINNIX EXPLOREx™

This revolutionary approach systematically combines two powerful tools to produce a prescriptive road map that identifies your starting point and charts a course to your success. The outcome is a strategic fact-finding process to uncover company-specific dynamics to create a pathway for our prescriptive approach to incorporating a tailored and impactful XINNIX training experience.

- **XINNIX Insight Analysis™** is uniquely honed to efficiently pinpoint specific skill gaps necessary for individuals, teams, and organizations to realize superior results. The tool's power is found in the self-diagnosis element as individuals and their managers define the areas of strength or opportunities impacting them and the organization.
- **XINNIX Discovery Interviews™** provide valuable insight into moving company culture from mere dialogue into a corporately embraced lifestyle. Key insights are gained through "day in the life" interviews of select team members. The fact-finding process provides visibility into the areas that can help accelerate growth and understand what it will take to plan, deliver, and reinforce a highly successful training program where the company, industry, and culture are understood.

Don't see what you are looking for? Engage one of our team members today to discover all that XINNIX has to offer.



POWERFUL RESULTS

“Great program. Should be mandatory for anyone who needs or wants to improve and advance their career.

Matthew H.

“This has been the most amazing experience! Others around me have seen the tremendous amount of growth and confidence!

Kerri S.

“Amazing class, it created a MIND SHIFT and gave me the roadmap for execution and performance!!

Tom G.

“The XINNIX program has been AMAZING! Business CHANGING!!! I may even take it for a 2nd time! SO WORTH IT!!!

Kayla C.

“If you want to be a true leader, actually add value, and grow an amazing team, you must do this! I wish I would have done it 10 years ago.

Kris H.