

## Learning & Development Support

### Onboarding Training Programme

To operate our prestigious franchise **ALL** new Franchisees must carry out our Antal Training Course, which entails the following programme:

#### **Pre-Induction - Strategy Course, involving:**

- Defining your niche Activating and Establishing your Network  
Preparing to go to market

#### **1 Week – Classroom/Virtual Induction Course, involving:**

- 360-degree process of recruitment cycle



### **Day 1**

#### **Outline and objectives of the Induction Programme**

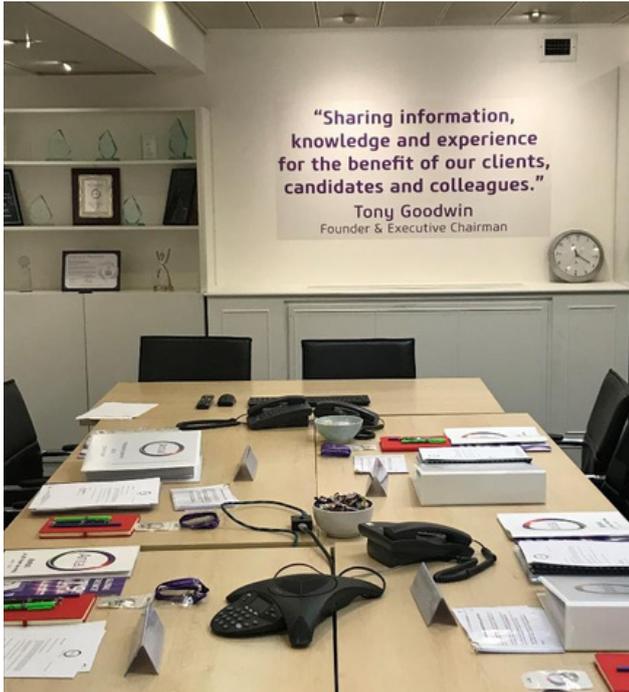
##### **Review of Pre-Induction Research Project / Activities**

- List Building A's : B's : C's
- AGC Calls / 5-Pointers
- Building your Central Jobs Register (CJR) Review

##### **Antal Recruitment Process**

- Antal Business model
- The Recruitment Process Overview – Knowledge Check
- Fundamental Sales Concepts
- Use of desk level stationary



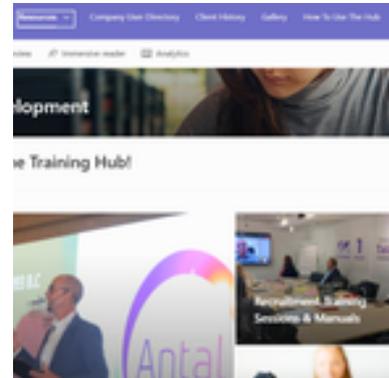


## Continuous Training Support

### **Instructor led internet-based learning modules:**

Permanent access to resources via the Antal Hub.

We cover a multitude of topics on our Training Sessions making sure they are adapted to the market conditions, example below:



- Antal Open Training - “The Surprising Truth About What Motivates Us & Price’s Law/ Pareto Principle”

