

Enviro-Solutions E-learning release

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Peterborough, ON, Canada — Approximately 116 jansan distributors (DSRs) and customer service reps (CSRs) are honored for completing a new e-learning program developed by Mark Warner, Manager of Training, of [Enviro-Solutions](#), a leading manufacturer of green cleaning chemicals.

According to Warner, this is a "magnificent achievement," and the few distributors that have started but not completed the program "are very, very close . . . in some cases only one or two courses from completing the program. [They are also] deserving of an honorable mention, for sure!"

The program, which was unveiled at the October 2009 [ISSA/INTERCLEAN](#) tradeshow in Chicago, covers 35 jansan-focused topics and courses and includes more than 100 modules.

Topics covered include these:

- Comprehensive Distributor Training on Green and Selling Green
- Key Products Review
- Key Dispensers Review
- Facility Solutions
- Prospecting Skills
- 12-Week DSR Training Program
- Market Segment Training
- Procedural/How-To Training
- Technical Terminology
- Disinfection and Decontamination Seminar Training

Warner says that new courses are now being added to the program for 2010. Among them is a course specifically addressing territory-management issues and another one devoted to improving selling skills.

"A lot of the [e-learning] program's success is the result of feedback from people who

tested the program months before its release," adds Warner. "They helped us fine-tune it so that it is informative, educational, and even fun."

More information about the E-Learning program is available by calling toll-free: 877-674-4373.