

# basic training

development programs

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## \$1599\*

### includes

- six 90 minute live group webinars
- six 30 minute 2:1 project coaching
- management summary email
- six consecutive monthly webinars

**who** furniture specifiers new to Knoll

**what** 6-week webinar series

**where** via computer

**why** speed + accuracy = sales

**how** furniture expert trainers

"I really benefited from your furniture training plus all the neat tricks I learned from you ladies in CAP. I recently asked myself out loud one day, 'What would I do if Kimiko didn't teach me the DDPTYPE command? Just that tip alone saved me so much time and helped make my process a ton more efficient.'"

- basic training participant

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### your mission,

At this Kimiko Training, our mission is to provide new-to-Knoll designers the product expertise, resources and ongoing support needed to quickly produce accurate Knoll specifications. We will cover the primary Knoll product lines, including the tricks of how to blend them together competitively. CAD and CAP topics focus on software shortcuts that produce fast and accurate specifications.

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### topics

- Knoll product overview & electrical overview
- dividends overview
- reff overview
- antenna overview
- template overview
- product blending

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### advantages of sending new hires to basic training

- your new hire will be able to take a project and run with it
- your existing design staff can continue to focus on production rather than training
- your new hire quickly becomes a productive and contributing member of the design department

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### disadvantages of not sending new hires to basic training

- diminished production for senior staff during onboarding
- increased spec errors from rookie mistakes
- new designers feel overwhelmed and unsupported

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### return on investment

- the project coaching sessions, coupled with the informative webinars and handouts, ensure that the material covered is absorbed and applied
- typical participants report 50% increase in productivity after completing basic training. With that increase in productivity, can you afford not to participate?

 kimikodesigns

615.482.3560  
ginger@kimikodesigns.com  
[www.kimikodesigns.com](http://www.kimikodesigns.com)

\*minimum 8 participants

# basic training ROI

development programs

## productivity

"I'm 50% more productive."



A recent poll of previous basic training participants stated they, as an average, were 50% more productive after taking the course.



## monthly figures



A 50% increase in productivity translates to 80 production hours gained per month. That's 960 production hours in 1 year!

production hours gained in 1 month		
+ 20 hours		
+ 20 hours		
+ 20 hours		
+ 20 hours		

january	february	march
april	may	june
july	august	september
october	november	december

960  
hours in  
1 year

## yearly figures



With a participant's hourly wage of \$24, you gain over \$23,000 production dollars in 1 year.



$$\$24 \times 960 = \$23K$$

january	february	march
april	may	june
july	august	september
october	november	december

participant's  
hourly  
wage

production  
hours gained  
in 1 year

production  
dollars gained  
in 1 year



## ASK YOURSELF

Does it make sense to invest **\$1599** in training to gain **960** production hours and **\$23,000** production dollars in a year?