

# BI's Learn and Earn Solutions

- Increase sales
- Increase product knowledge
- Higher skill levels
- Learning-to-results linkage

Are low learning participation rates, low completion rates or poor overall performance limiting your business results?

BI's Learn and Earn solutions increase learning through better motivation, participation and completion rates. Again and again, business results are dramatically impacted by properly designed and implemented Learn and Earn initiatives. They have successfully been used to increase performance with:

- Independent channels
- Direct sales organizations
- Distribution channels
- Call centers
- Employees

BI's Learn and Earn programs combine the power of world-class blended learning and eLearning solutions with the power of incentive rewards and recognition. Learners complete individual courses, curricula, competencies or certifications and then are recognized and/or rewarded for their successful efforts – or they then qualify for results-based rewards.

Learning methods can include:

- eLearning
- Blended Learning
- mLearning
- Instructor-led Training (ILT)
- Virtual ILT

Earnings can include:

- Peer and Management recognition
- Defined product rewards
- Cumulative point reward systems
- Web-based administration and delivery
- Learning and performance reward combinations

Contact your BI Business Development Director to learn more about how we can help your organization achieve better results through our well-designed performance improvement solutions.



BI will define a tailored Learn and Earn solution for your performance objectives that considers your audience(s), learning needs and our 50 years of reward and recognition rule-structure experience.

Join other BI Learn and Earn customers where their learners have realized:

- 15-20% annual lift in retail distribution sales
- 43% one month lift in direct sales
- 18% long-term lift in call center sales



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