

Becoming a Learner for Life

Tips on how to continually learn, grow and develop in your field.

Corporate Health Group

Challenge yourself to be a lifelong learner in your field. At any stage, whether you are new to sales, new to healthcare sales, or a veteran, keep up with your skills and stretch your professional learning constantly. It takes a plan and daily commitment but you will be surprised with how much new knowledge you can gain. Remember to enjoy and share these new discoveries along the way.

TIP 1

Make a monthly appointment with yourself to discover new online articles, podcasts, blogs, and how to's. There is a wealth of knowledge on the Internet you just have to make regular time to use it.

TIP 2

Subscribe to an online newsletter or magazines on topics that are new to you.

TIP 3

Read a book about sales skills. Reading is the best way to learn new skills or ways to position yourself with the sales field.

TIP 4

Join an association online or a local chapter. Look for peer forums or networking opportunities.

TIP 5

Try a new skill out. Challenge yourself to do something different on your next sales call. Ask yourself if it worked: What did you learn from it and how might you use it in the future?

TIP 6

Listen to your peers. Typically, they can teach you something if you just take the time to listen.

1. Commit to one or two new steps a quarter.

2. Write a goal to incorporate these into your weekly or monthly routine.

3. Challenge yourself to LEARN SOMETHING NEW EVERY DAY!

TIP 7

Sign up for a webinar. Look for free webinars in your field or ask your leader if the organization will pay for two to four a year. Gather other peers to join you. You can gain quick access to new topics without traveling.

TIP 8

Research conferences within your state; sometimes your organization will be more apt to send you if it is only a drive. Request to attend a workshop or seminar.

TIP 9

Seek out offerings within your organization. Ask your leader what resources are available to you for training. Ask your fellow operations managers what resources they use to keep their staffs up to speed in their clinical specialty.

TIP 10

Go back to school. Research your local community college classes for adult learners. Many continuing education courses are available online for a nominal fee.



For more information, please call 1-888-334-2500 or visit www.corporatehealthgroup.com.