



EXCLUSIVE 2-DAY CLINIC ***BHS Sales Academy***

This complimentary clinic provides a powerful understanding of BHS products and solutions, equipping your sales team with expertise in identifying opportunities, as well as the right equipment solution for every application. Our intensive 2-day clinic minimizes your sales representative's time out of the field, and familiarizes them with all the BHS tools and services readily available. Sales Academy is a must for motivated sellers.



GAIN EXPERTISE IN BHS EQUIPMENT & APPLICATIONS

Our in-depth product training will prepare you to sell competitively by knowing the ins and outs of the product. Attendees also have the opportunity to operate BHS equipment.



INCREASE SALES & MARKET SHARE

BHS is offering more partnership opportunities than ever. Our growing product lines allows you to offer a total solution to meet your customers' needs while providing a consistently excellent ROI.



MEET MEMBERS OF THE BHS TEAM

Meet several members of the BHS Team who will be assisting you with custom design or fabrication requirements based on your customer's specialized needs.

REGISTER TODAY

Space is limited and spots are filled on a first-come basis. Register online at na.bhs1.com/training/sales-academy/ or from the BHS Optima App. Private classes are available for 4 to 8 participants upon request. Contact BHS at 314.423.7091 or sales@bhs1.com for more information.

Curriculum *(classroom and hands-on)*

- Full product and application review with competitor comparisons for the following:
 - » Operator Aboard Battery Extractor Systems
 - » Carriage Systems
 - » Gantry Systems
 - » Material Handling Equipment
- Industry Competitor Review
- Product Request Form - Carriage Systems
- System Quote Worksheet - BE Systems
- Battery Room Survey review and application
- Ventilation Calculator review and application
- Website review
- eStore review and application
- Plant Tour
- Mobile Showroom Tour
- Showroom tour and equipment operation training

Itinerary *Please provide this Itinerary to all attendees.*

FLIGHT RECOMMENDATIONS

Destination: Lambert St. Louis Airport (STL)
Arrival: Evening prior to Sales Academy start date
Departure: Last day of class after 5:00 pm

BHS is not responsible for travel expenses.

HOTEL

Courtyard St. Louis Westport Plaza *(approx. 8 miles from the airport)*
11888 Westline Industrial Drive, St. Louis, MO 63146
314.997.1200 | www.marriott.com

BHS is not responsible for hotel expenses.

THINGS TO CONSIDER WHEN BOOKING

- The hotel will require a credit card to hold the room.
- Mention "BHS" or "Battery Handling Systems" in order to receive a special rate at Courtyard St. Louis Westport Plaza.
- If you wish to make reservations at another hotel, please contact BHS.
- BHS Shuttle is only offered to and from the Courtyard St. Louis Westport Plaza.

TRANSPORTATION

- Shuttle transportation is provided both days of school between Courtyard St. Louis Westport Plaza and the training facility.
- Shuttle pick up is at 7:30 am each morning outside of hotel registration. Please be ready.

Please indicate on the registration form if you will require shuttle transportation.

SCHEDULE & MEALS

Day 1: 8:00 am - 5:00 pm Continental breakfast, lunch and dinner
Day 2: 8:00 am - 3:00 pm Continental breakfast and lunch

All meals listed above will be provided by BHS.

Full class participation is required for certification status.

ATTIRE & TOOLS

A group photo will be taken, so we recommend wearing a company shirt and no hat on the first day of class.

Attendees should download the BHS Optima app prior to attendance

TRAINING LOCATION

BHS Lotsie Training Building: 10001 Meeks Blvd, St. Louis, MO 63132
BHS Main Building: 1488 Page Industrial Court, St. Louis, MO 63132

CONTACT US

Toll Free: 1.800.247.9500
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