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BLENDED LEARNING OPTION RESPONDS TO TRAVEL BUDGET CHALLENGES

New Power Messaging® Online provides virtual access to award-winning training

Incline Village, NV – March 2, 2009 – A survey by the American Society for Training and Development found that 50% of companies are lowering their travel budgets in 2009, and many are at least temporarily grounding all non-client related travel. Meanwhile, the business environment has become no less competitive and it is more important than ever for sales people to have compelling and credible conversations with their customers.

Corporate Visions® Inc. announces the newest addition to its product offering: Power Messaging® Online. This innovative course gives companies access to the industries' leading sales messaging training through a blended learning environment consisting of online modules, on-site exercises and video-conferencing workshops.

Training that matches the way you learn

Power Messaging® Online provides your sales people the skills and tools that they need to win more business through compelling, customer focused messaging — without requiring them to leave their workplace. Participants navigate individually through a series of nine (9) online modules, interspersed with on-the-job exercises and virtual workshop sessions led by a Corporate Visions expert consultant.

“Learning is not linear. Adult learning matches the way that we live and work, which is very circular. One interest leads to another, which leads to another, and so on,” says Diane Emo, Corporate Visions' SVP of Products and Learning. “In the same way, the Corporate Visions' online learning modules are a launch pad to a circle of learning opportunities.”

Participants experience Power Messaging® Online within a structured timeframe, but with ample opportunity to build upon individual interests, taking advantage of online audio and video examples that reinforce concepts and apply them to real-world buy cycles. Your sales managers work with Corporate Visions' consultants to learn how to perform as on-site coaches and facilitate exercises that are customized to advance your current pipeline opportunities.

“Traditional training engagements require that you spend big dollars on travel, lodging and facility rental to gather employees in one location. While these hard costs are high, they may pale in comparison to the cost of unplugging your best sales people from their current opportunities in order for them to be present at a multi-day event,” says Joe Terry, president of Corporate Visions. “Companies need a cost-effective alternative to make sure that sales effectiveness initiatives don't stop now – when they're needed most.”

About Corporate Visions Inc.

Corporate Visions helps companies differentiate themselves from their competitors – where it counts, in their customer message. The Corporate Visions Customer Message Management™ system helps companies create, deliver and sustain messages in a way that creates a differentiated customer experience at the point of sale. Corporate Visions works with globally recognized companies such as ADP, CA, GE Healthcare, IBM, Infor, MasterCard, Oracle, Volvo Trucks, Xerox and many more. Corporate Visions provides marketing and sales messaging, tools and training products and consulting services. For more information contact us at www.CorporateVisions.com or call 775-831-1322 or 800-360-SELL.

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