

# 2023 CAT

## BOOT CAMP SALES TRAINING

### ISR (Inside Sales Rep)

COURSE	COURSE #	LOCATION	DATE(S)
PRODUCT SUPPORT ISR BOOT CAMP	40143	RALEIGH, NC PEORIA, IL PEORIA, IL PEORIA, IL	FEBRUARY 20-24 MAY 22-26 AUGUST 21-25 NOVEMBER 13-17
MACHINE ISR BOOT CAMP	44214	RALEIGH, NC RALEIGH, NC RALEIGH, NC	MARCH 20-24 JULY 24-28 DECEMBER 11-15
E&T ISR BOOT CAMP	41443	LAFAYETTE, IN	APRIL 18-21
ISR EXPERT SALES TRAINING (PRE-REQUISITE: ISR BOOT CAMP)	42553	VIRTUAL	OCTOBER 2-6

### ISR Manager

COURSE	COURSE #	LOCATION	DATE(S)
ISR MANAGER TRAINING WORKSHOP (MANAGING AFTERMARKET ISRs)	44216	VIRTUAL	FEBRUARY 8-10

# 2023 CAT

## BOOT CAMP SALES TRAINING

### PSSR (Product Support Field Sales Representative )

COURSE	COURSE #	LOCATION	DATE(S)
EARTHMOVING PSSR BOOT CAMP	45559	DALLAS, TX DENVER, CO KANSAS CITY, MO PHOENIX, AZ	FEBRUARY 7-10 MAY 9-12 SEPTEMBER 19-22 DECEMBER 5-8
E&T PSSR BOOT CAMP	52790	DALLAS, TX DENVER, CO KANSAS CITY, MO PHOENIX, AZ	FEBRUARY 7-10 MAY 9-12 SEPTEMBER 19-22 DECEMBER 5-8
PSSR EXPERT SALES TRAINING (PRE-REQUISITE: PSSR BOOT CAMP)	55325	KANSAS CITY, MO	JUNE 20-21 JUNE 22-23 OCTOBER 10-11 OCTOBER 12-13

### Rental Representative

COURSE	COURSE #	LOCATION	DATE(S)
RENTAL REPRESENTATIVE TRAINING	55326	BASED ON AVAILABILITY, HELD ON-SITE AT DEALERSHIP	



Business  
Performance  
Group

Contact: Traci Shepley  
Manager - Sales Development Training



tshepley@bpgrp.com



515-249-1341