In the following training, *Solution Selling*, you will use the Employee Service Center to enhance your capacity to analyze and offer solutions to business needs.

As a Business Performance Advisor, your role is to help a business in any way possible. Effectively analyzing the struggles companies face is a vital component to establishing trust and building rapport. *Solution Selling* will help advance your ability to connect with business owners and focus on what matters to them the most - making their business run better, grow faster, and make more money.

To access the *Solution Selling* module, follow the steps below. You should plan to allot approximately 40 minutes to complete this module.

1. Click the link below to access the ESC, or visit [http://esc.insperity.com/](http://esc.insperity.com/)
   
   Employee Service Center

2. Login using your ESC Username and Password

3. Under the Products and Services tab, select Training
4. Under Online Training Resources, select Access Now

5. Enter the phrase **Solution Selling** into the Search for box and hit “Enter” on your keyboard.
6. Click “Launch”

7. Watch the Course Overview (1), Introduction to Solution Selling (2), and Principles of Solution Selling (3). You will NOT watch The Solution Selling Process, as it is a different process than what you will follow as a BPA.