



ARTIFICIAL INTELLIGENCE / AUGMENTED REALITY SALES SIMULATOR

Learn more at: <https://www.tipmedia.com/product/augmented-reality-sales-simulator>

AI/AR SALES SIMULATOR v4.0

Step inside TPM's new and improved AI/AR Sales Simulator v4.0, our newest revolution in artificial intelligence-powered sales training. Turn your living room or home office into a place to rehearse sales skills and role-play conversations, all using a phone or tablet. Our Sales Simulator allows your learners to maintain human connection and gain all the benefits of live training from a safe, virtual setting. This cost-effective solution gives you an automated tool to onboard new hires or continue training existing representatives. AI isn't designed to replace traditional trainers and managers. Instead, think of our Sales Simulator as an assistant coach: rather than an additional hire, you recruit a program that can be distributed globally and accessed around the clock.

SEE HOW IT WORKS

- ▶ **Step 1: Account Planner.** Learners begin by reviewing a customer profile, including their specialty and notes from previous conversations, and take time to plan for the conversation ahead.
- ▶ **Step 2: Sales Test.** After reviewing, learners test their knowledge by engaging in a sales call with a virtual doctor. The virtual doctor will offer several inquiries and objections, and the learner must navigate the conversation by providing the most effective responses.

BUILT-IN FEATURES

- ▶ **Artificial Intelligence (AI) Voice Controls.** Our Sales Sim uses a "learn by doing" approach to sales training. AI voice controls allow learners to have true-to-life conversations with virtual doctors, and practice articulating their sales pitches and handling objections.
- ▶ **"Smart" Conversations.** Virtual doctors have branched scripts powered by AI technology, which encourages learners to choose the best answer to any given prompt. Doctors respond positively or negatively based on correct and incorrect responses. We work alongside your SMEs and MLR teams to create realistic conversations that emphasize key selling points and give your learners first-hand experience in navigating common objections.
- ▶ **Gamified Learning.** Learners are "scored" on a conversation effectiveness meter and receive different conversation outcomes based on the strength of their choices. These simulated conversations are designed with replay value in mind to encourage learners to try again and make different choices to improve their score. Download and go. No set-up or special equipment required! This application runs on most iOS or Android mobile devices. It's easy to access anywhere and any time your learners need to refresh their skills.

CHOOSE YOUR MODALITY

- ▶ **Augmented Reality (AR).** An AR version of the Sales Simulator helps your learners develop presence and confidence as they literally walk through the door of a doctor's office and rehearse in a 360-degree virtual environment.
- ▶ **eLearning.** An eLearning version of the Sales Simulator can be accessed from most phones, tablets, and computers, making it a perfect on-the-go training solution that can be deployed quickly and easily.

CUSTOMIZATION

- ▶ Choose one of our pre-built characters and environments to best represent your customers and fully immerse your learners. If you have a specific character or environment in mind, simply let us know and we'll develop custom models to fit your needs.



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