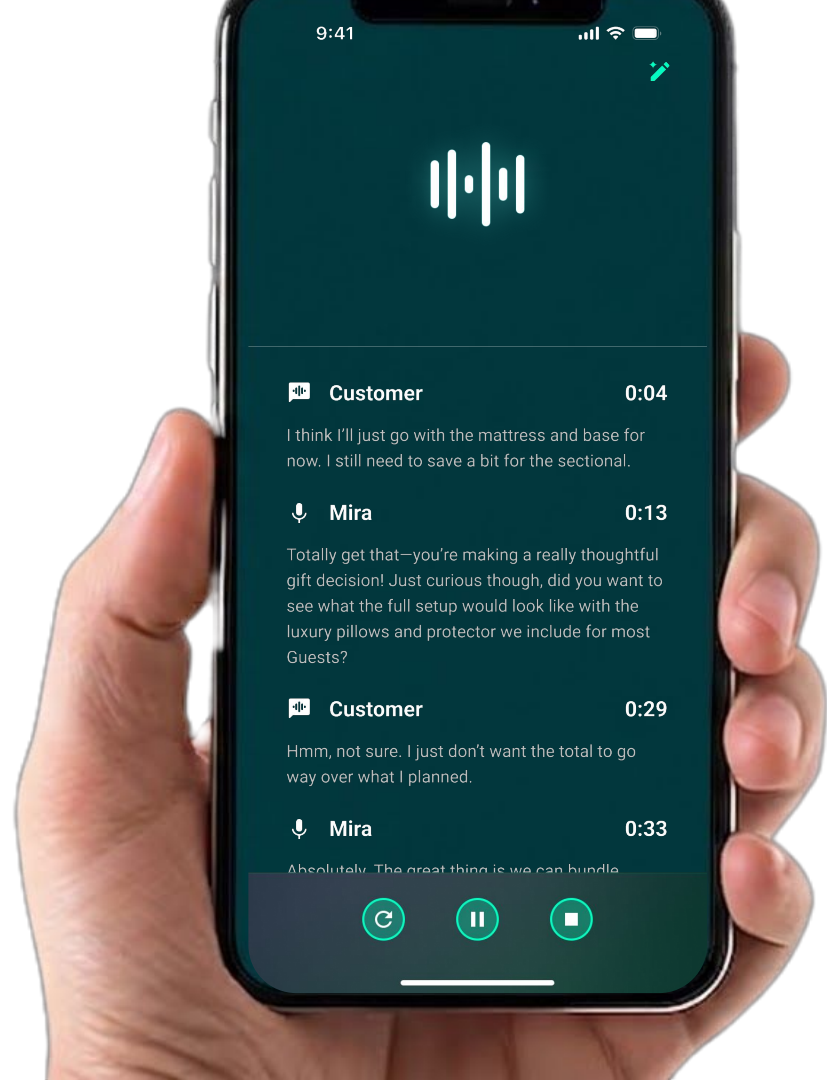




# *AI Advantage* Training



 **Customer** 0:04

I think I'll just go with the mattress and base for now. I still need to save a bit for the sectional.

 **Mira** 0:13

Totally get that—you're making a really thoughtful gift decision! Just curious though, did you want to see what the full setup would look like with the luxury pillows and protector we include for most Guests?

 **Customer** 0:29

Hmm, not sure. I just don't want the total to go way over what I planned.

 **Mira** 0:33

Absolutely. The great thing is we can bundle



Welcome to the *AI Advantage!*

AI Sales coaching based on proven  
retail furniture best practices

frontline 



# Agenda

- 1 **Overview**
- 2 **Product Walkthrough**
- 3 **Expectations**
- 4 **Questions**



# Sales Team Superpowers

Coach Goals and Behaviors

**Daily AI Role-play**

Hit the floor

Crush target!

frontline 



**One Word**

frontline 

How do you feel about  
*AI Sales Coaching?*



**Higher close and attachment rates**



**Improved average sale and margin**



**Faster ramp time for new hires**



**Lower turnover and wasted training spend**

**When coaching becomes a system, results follow**

frontline 

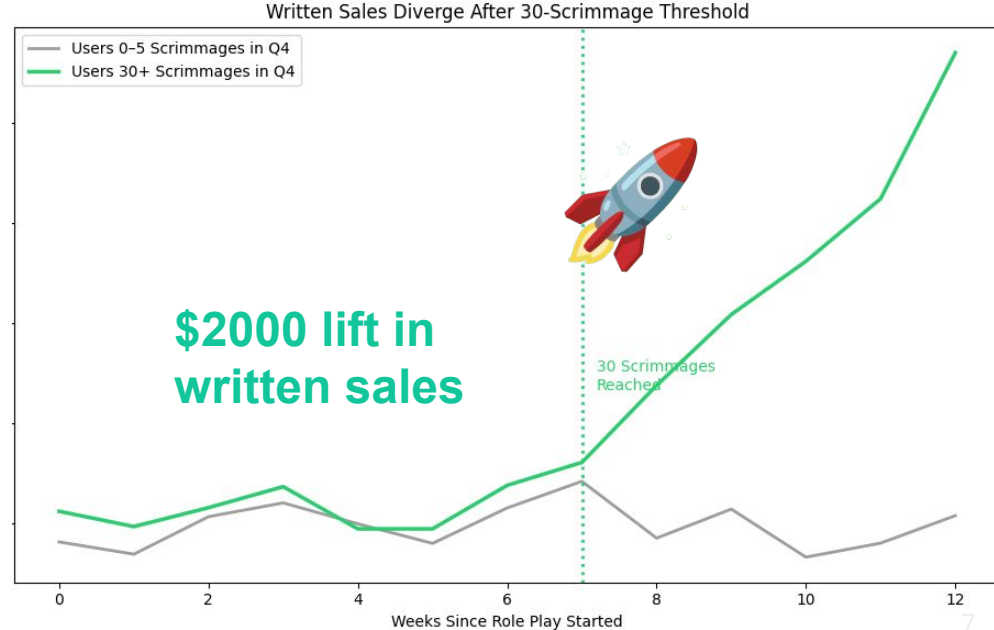
# The Performance Inflection Point

When practice turns in to payoff

## The Rule of 30

At other retailers, associates who complete >30 role-plays see lift in sales performance.

The practice builds the instinct.  
The instinct closes the sale.



**Let's check it out!**

**Dashboard**

**Role-Plays**

frontline 



# Your Questions

frontline 

“Request Support” in App

# Thank you!

frontline 