

# Weekly Team Training - March 30

## [Upcoming April Fool's Day and Q1 Recap @ 0:01](#)

Andrew recaps that Q1 has just wrapped up, and the team has had a lot of positive activity. He plans to discuss some of the recent deals in more detail, focusing on the different processes and organizations involved.

## [Tyler's Successful Sation Case @ 2:44](#)

Tyler provides an update on the Sation case, which he had been trying to get in front of for about a year. After the initial introductory call and gathering census data, they were able to present the solution to Sation, who was quickly on board. They are now just waiting for the contract to be signed.

## [Focusing on Solutions, Not Just Products @ 6:46](#)

Andrew emphasizes the importance of understanding the customer's pain points and presenting solutions, rather than just pitching products. He uses examples to illustrate how this approach can lead to better outcomes and expanded opportunities.

## [Mike's Public Sector Case @ 9:32](#)

Mike discusses the challenges of working with a public organization, such as a city or municipality, where there are multiple decision-makers involved. He provides an update on the progress of this case, including recent meetings and the next steps.

## [Leveraging Relationships and Complementary Offerings @ 29:50](#)

Darius shares how he was able to assist a deal by leveraging his payroll processing company, highlighting the value of thinking outside the box and identifying ways to complement the core offering.

## [Payroll Software Considerations @ 35:40](#)

Andrew provides an overview of various payroll software options and their compatibility with the company's programs, emphasizing the importance of understanding the payroll system when working with clients.

## [Conceptual Selling Approach @ 39:06](#)

The team discusses the benefits of focusing on conceptual solutions rather than specific products when prospecting, in order to better understand the customer's needs and build trust.