Toyota Logistics Solutions

TRAINING **AND DEVELOPMENT** — TOYOTA MATERIAL HANDLING

BE A SOLUTIONS PROVIDER
-NOT AN ORDER TAKER

In this 3.5 day Toyota Logistics Solutions program, participants will learn about warehouse operations, and how to provide end to end solutions in this space. Participants will be introduced to warehousing terminology, the functions of warehousing, and the various products and services available to help customers improve processes and increase productivity.

Throughout the workshop, participants will walk in the shoes of a material handler- loading and unloading, picking and packing, and learn how to identify the optimal products for different applications.

As the course concludes, participants will test their newfound knowledge in a real world scenario by preparing a presentation that solves customer's problems and provide viable solutions, leaving with the confidence to sell in different warehousing environments, and build trust and credibility with your customers.

At the end of the workshop, participants will be able to:

▶ Complete a comprehensive, accurate site survey

▶ Engage in meaningful conversations with decision makers leading to increased opportunities and increased sales

▶ Offer solutions to your customers, increasing the value you bring them and strengthening customer relationships

▶ Reduce embarrassing, time consuming, and expensive product specification mistakes

▶ Improve the overall customer experience

2023 CLASS SCHEDULE

Month	Dates
January	10-13
February	7-10, 14-17
April	18-21
May	9-12
June	6-9
July	18-21
September	19-22
October	24-27
November	14-17

PROGRAM DETAILS

Location
Vincennes University
M.A.D.E. @ Plainfield
1610 Reeves Rd, Plainfield, IN 46168

Tuition
$1,000

Tuition Includes
Lunch
Site Survey Equipment
Participant Guide

Dealer Responsibility
Accommodations
Transportation
Breakfast and Dinner

"The warehouse environment is changing and as a sales professional, I need to continue my education into more warehouse products, including Class II and III as well as racking, systems and automation."

- Toyota Logistics Solutions Graduate