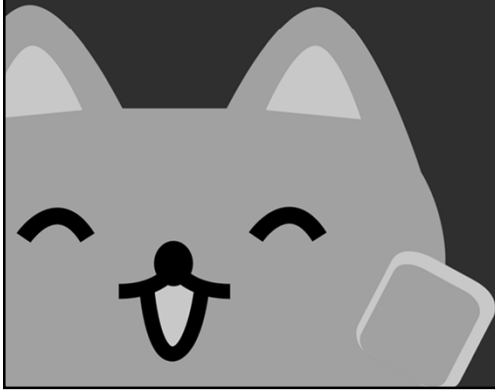


# What problem are you solving?

A tactical approach to training.

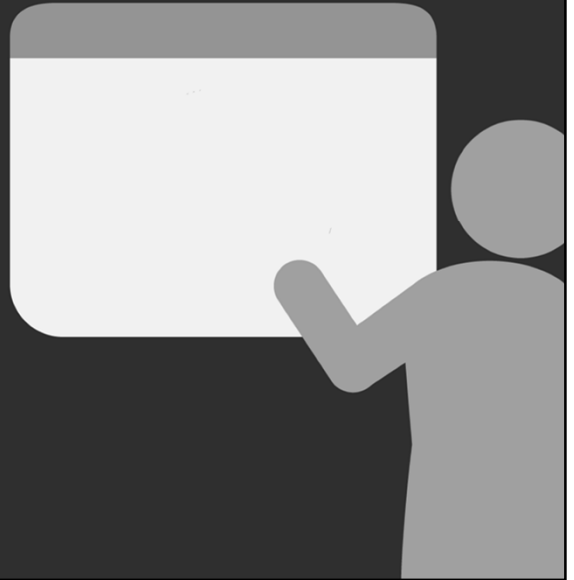


Think of training like  
a jackhammer.

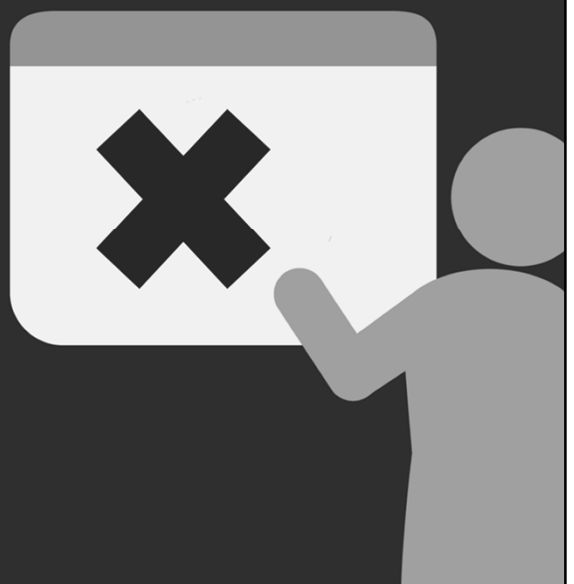
It's a powerful tool—as long  
as you use it correctly.



So, what is training anyway?



And what is training not?



Think of training  
as a tool to solve  
business problems.

Not as an activity that you  
just have to keep doing.



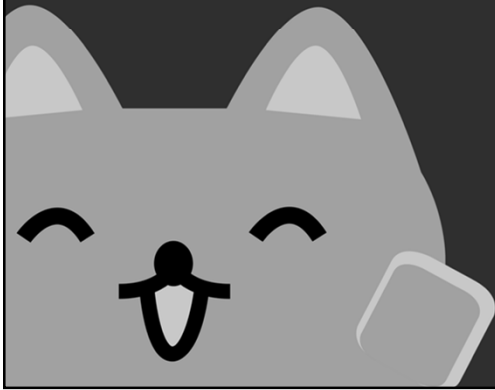
5

Who is  
**the audience?**

What do we  
**want them to do?**

What do they need  
**to know in order to do that?**

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