# The Purpose of the Bulloch Information Session for Retailers

**Overall Objective of the Session**

By the end of the Bulloch Information Session, Retailers will be able to confidently communicate and educate their staff on the new Bulloch system, using Training Program materials.

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| **SESSION OBJECTIVES**  By the end of the Bulloch Information Session, Retailers will be able to:   1. Describe the purpose of the Bulloch Training (WHY)    1. Describe your role in this initiative    2. List the benefits of using the eLearning to educate staff    3. List the expectations of the Point-of-Sale Training Program       1. Describe the changes to the system using the comparison chart       2. Describe the support available for Cashiers and Managers       3. Describe the best practices for changeover of the POS system 2. Use the Training Program materials (WHAT)    1. List and describe the Training Program materials    2. Describe the design strategy of the Training Program materials    3. Describe how to use the Training Program materials and in what order    4. List the benefits and challenges of using the Training Program materials for new users 3. List ideas for introducing the Training to staff (HOW)    1. List potential questions staff may have and discuss answers    2. List potential challenges and discuss solutions | **YOUR ROLE**  **Overall Role**: Retailers role is to set their staff up for success in communicating, educating, and using the new Bulloch system and the Training materials at their site(s).  **Most Critical Task**: The materials are designed to be “self-directed” learning materials. The Retailers’ critical task is to ensure:   1. Store Managers & Staff are prepared to use the Bulloch POS 2. Accurately communicate to store managers & staff 3. Store Managers & Staff use the materials at each site 4. Distribution/Use of learning materials - E.g., Tips for Tablet Use, Support Available, Sample Reports in the Site Management Guide. |
| **BENEFITS OF TRAINING TO EDUCATE STAFF**   * Easy and simple to use. * Simulator offers practice time! * Training is developed to help you set up your sites for success using the learning materials. * Use materials to support the store managers and cashiers before, during and after the transition. | **BULLOCH TRAINING EXPECTATIONS**  *Add your notes here…* |