

Learning Without Scars Online Education

Table of Contents

| | |
|---------|-------------------------|
| Page 1 | Table of Contents |
| Page 2 | Registering |
| Page 5 | Education Overview |
| Page 6 | Website/LMS Integration |
| Page 6 | ↳ Already Signed In |
| Page 7 | ↳ Not Signed In |
| Page 8 | Purchasing Process |
| Page 10 | ↳ Assessments |
| Page 11 | ↳ Lectures |
| Page 12 | ↳ Classes |
| Page 13 | ↳ Individual Classes |
| Page 14 | ↳ Bundles |
| Page 15 | ↳ Review Selection |
| Page 16 | ↳ Purchase Product |
| Page 17 | ↳ Shopping Cart |
| Page 17 | ↳ Coupons |

Learning Without Scars Online Education

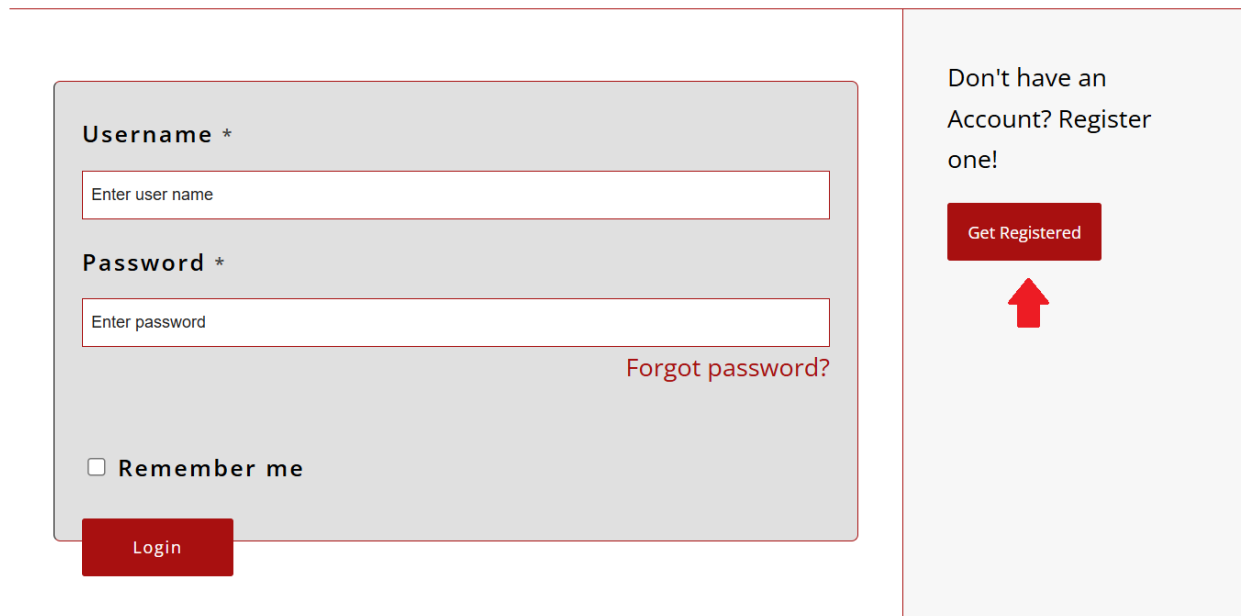
Registering

To purchase assessments and classes from Learning Without Scars, you must register in order to create a profile. Although you can do this at any point including checkout, it is recommended to create your profile as soon as possible since it only has to be done once. From this point forward, you will simply need to sign in with your credentials.

- 1) When you access the Learning Without Scars website (LearningWithoutScars.org), in the top right corner of the screen there will be bust icon which is used to Get Registered or Login.



- 2) After clicking on the icon, you will be presented with a screen the following screen. Click on the **Get Registered** button on the right side of the screen.



Learning Without Scars Online Education

- 3) After pressing the **Get Registered** button, the following screen can be used to load your information. Please note that there are some optional fields at the bottom and kindly ask you to select a value where applicable. When all the fields are filled in, press the **Register** button at the bottom.

| | |
|---|---------------------------|
| First Name * | Last Name * |
| <input type="text"/> | <input type="text"/> |
| Email * | |
| <input type="text"/> | |
| Password * | Confirm Password * |
| <input type="text"/> | <input type="text"/> |
| Association | |
| <input type="text" value="Not Applicable"/> | |
| Industry | |
| <input type="text" value="Not Applicable"/> | |
| Job Function | |
| <input type="text" value="Not Applicable"/> | |
| Business System | |
| <input type="text" value="Not Applicable"/> | |
| Manufacturer | |
| <input type="text" value="Not Applicable"/> | |
| <input type="button" value="Register"/> | |

Already have an account?

Learning Without Scars Online Education

- 4) After pressing the **Register** button, the Login/Register screen will be displayed with the following message. Please go to your email client and check your inbox. It may take a few minutes to show up but you may also need to check your spam folder.

User Account

A verification email has been sent to your email address. Please verify your email address.

| | |
|--|---|
| <p>First Name *</p> <input type="text"/> | <p>Last Name *</p> <input type="text"/> |
|--|---|

Already have an account?


Login

- 5) The email will look like this. Simply click on the **Verify** link.

Verify your email address

Hi Rocky

Thanks for creating an account on Learning Without Scars. Your username is **ross**.


To confirm your email address, please click on the link : [Verify](#). 


(If you are unable to click on the link above, please copy and paste the entire link into your web browser's address bar.)

You can access your account here: [User Account](#).

Learning Without Scars

- 6) After the Verify link is pressed, you will be taken directly into the LMS system. This is a verification that your profile has been successfully set up. Click on the Purchase More Classes to be redirected back to the Learning Without Scars website where you can purchase your assessments, classes or lectures.

 [Dashboard](#) [My courses](#) [Tutorials](#) [Purchase More Courses](#)



Learning Without Scars Online Education

Education Overview

Steps to Success – It's easy as 1-2-3-4!

1 – Find Your Score

After you are registered with Learning Without Scars, you must enroll in a **Skills and Knowledge Assessment** most relevant to the education you seek. This allows us to determine your specific **skills and knowledge level** (Developing, Beginning, Intermediate, Advanced) and your personalized educational path.

2 – Get Educated

After completing your assessment, the next step is to **enroll in the classes** tailored to the **score** you received on your assessment. Classes can be purchased individual, or you can save money by purchasing 4 class bundles. **Take the classes at your own pace and increase your knowledge!**

3 – Continuous Improvement, Get Rewarded

Once you have completed all the classes for your skills and knowledge level, you need to retake the Assessment to determine your **new score** and how much your knowledge has improved! You can then start taking more classes based on your new skills and knowledge level to elevate your job function knowledge! You will also earn **0.5 CEU's** (Continuing Education Units) for every class you take.

4 – Supplemental Education

Learning Without Scars offers **Lectures** by industry experts on various topics and allows you to expand your education portfolio. We also offer several complimentary offerings under the **Resources** menu option. Please take advantage of this additional education!

Learning Without Scars Online Education

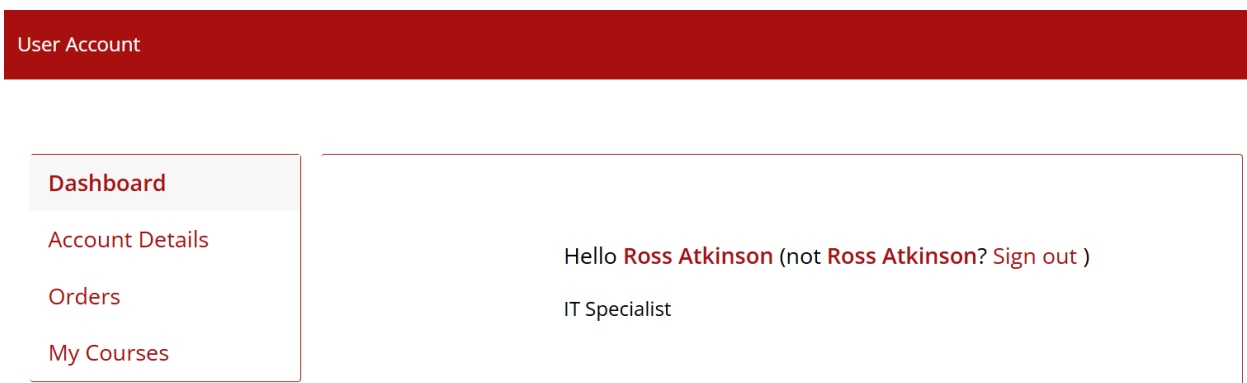
Website/LMS Integration

Education classes are purchased through the Learning Without Scars website and are taken through the learning management software (LMS). We offer seamless integration, and you are only required to sign in through our website to navigate between both systems.

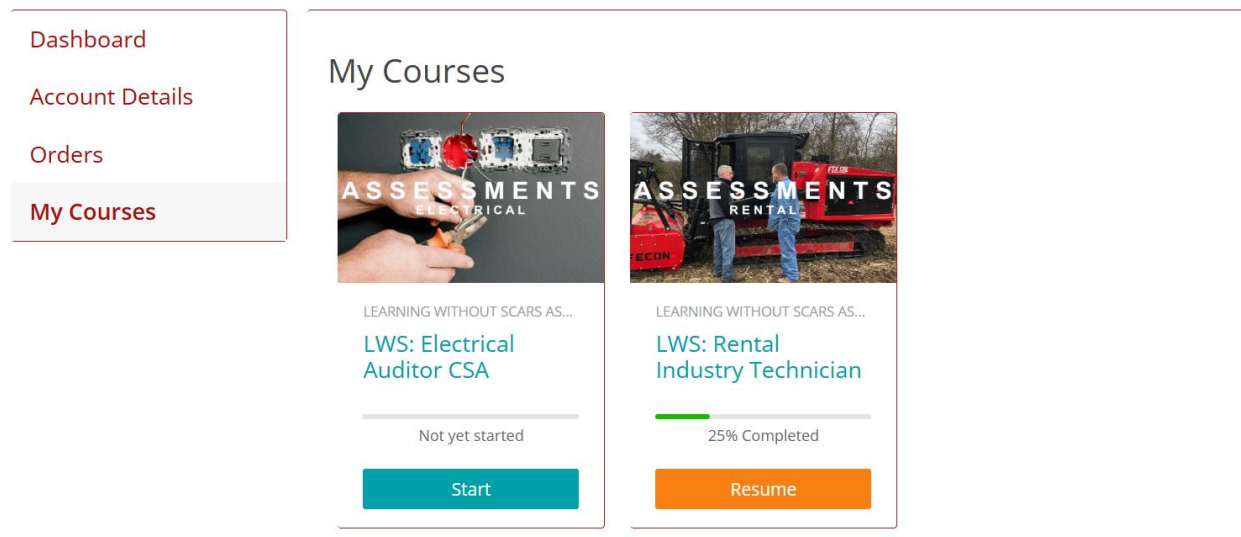
Already Signed In



When you press the bust icon in the top right corner of the website, you will be taken to the User Account page. From here, you have access to your account details to view/update information including your password.



To view your “not yet completed” classes, click on My Courses. This will show you the classes you have not yet started as well as those you have started but not yet completed. Use the **Start** or **Resume** buttons accordingly to launch you into the class within the LMS system.

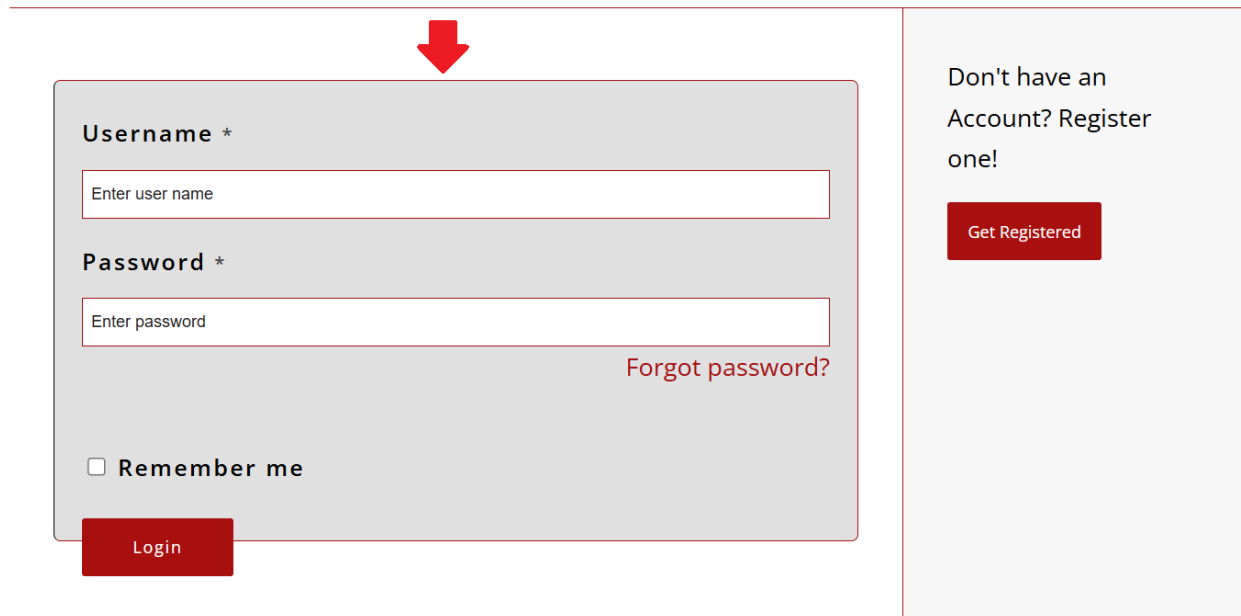


Learning Without Scars Online Education

Not Signed In

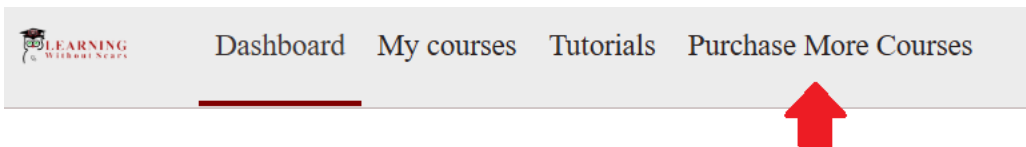


When you press the bust icon in the top right corner of the website, you will be taken to User Account page where you can Login with your credentials.



Logging into the system will automatically redirect you to the LMS system where you can start/continue a class you have previously purchased.

If you want to purchase a an assessment or class, simply press on the **Purchase More Courses** menu option to return to the Learning Without Scars website.



Note: Please see the Purchasing Process section for more step-by-step instructions.

Learning Without Scars Online Education

Purchasing Process

- 1) After you have successfully signed in, select the menu option called **Education** on the Learning Without Scars website (LearningWithoutScars.org).



- 2) The next screen will outline the Education Overview section of this document in more detail. It is important that you thoroughly understand the Steps to Success – It’s easy as 1-2-3-4! process.

In order to purchase an Assessment, Class or Lecture, you must first select the State or Province you live in or go to school in. If your State/Province is not listed, please select None of the Above.

To get started, select the State or Province you live in or go to School in.

- [Alabama](#)
- [Arizona](#)
- [Florida](#)
- [Georgia](#)
- [Idaho](#)
- [Illinois](#)
- [Iowa](#)
- [Montana](#)
- [Nevada](#)
- [New Mexico](#)
- [South Carolina](#)
- [Utah](#)
- [Wisconsin](#)
- [Wyoming](#)
- [None of the Above](#)

Learning Without Scars Online Education

3) Once selected, you will be presented with a screen providing a background of our educational offerings and individual buttons to access Assessments, Classes or Lectures.

1) Find Your Score : After you are registered with Learning Without Scars, you must enroll in the classes in a **Skills and Knowledge Assessment**. Click on the **Assessments** button below and select the job function title to purchase the assessment most relevant to the education you seek. This allows us to determine your specific skills and knowledge level (Developing, Beginning, Intermediate, Advanced) and your personalized educational path.

Assessments

2) Get Educated : After completing your assessment, the next step is to **enroll in the classes** tailored to the **score** you received on your assessment. Click on the **Classes** button below to purchase individual classes, or you can save money by purchasing 4 class bundles. Take the classes at your own pace and increase your knowledge!

Classes

3) Continuous Improvement, Get Rewarded : Once you have completed all the classes for your skills and knowledge level, you need to retake the Assessment to determine your **new score** and how much your knowledge has improved! You can then **start taking more classes** based on your new skills and knowledge level to elevate your job function knowledge! You will also earn **0.5 CEU's** (Continuing Education Units) for every class you take.

4) Supplemental Education : Learning Without Scars offers Lectures by **industry experts** on various topics and allows you to expand your education portfolio. Simply click on the **Lectures** button to unlock this supplemental offering. We also offer several complimentary offerings under the **Resources** menu option. Please take advantage of this additional education!

Lectures

Note: If you see COMING SOON above a button, the option will be available in the near future.

4) After selecting your desired button, you will navigate to the respective screen which allows you to select either a specific Assessment or Lecture. In the case of Classes, you will be shown a list of roles by department first before you are presented with a screen listing specific classes.

Learning Without Scars Online Education

Assessments

The Assessments page lists various roles within departments to choose from. Please note that the choices may change as more assessments are made available.

Select the desired role within the department you are wanting to take an assessment for.

| |
|--|
| <p>ELECTRICAL</p> <p>Basic Knowledge Evaluator Auditor</p> |
| <p>MARKETING</p> <p>Parts & Service Marketing Manager</p> |
| <p>PARTS</p> <p>Counter & Telephone Sales Office Warehouse Inventory Management Purchasing and Expediting Manager</p> |
| <p>SELLING</p> <p>Salesperson Manager</p> |
| <p>SERVICE</p> <p>Foreman Inspector Lead Hand Office Technical Communicator Supervisor/Manager Construction Industry Technician</p> <p>Rental Industry Technician</p> |

Learning Without Scars Online Education

Lectures

Please note that the available sections and choices may change as more lectures are offered.



Learning Without Scars Online Education

Classes

The Classes page lists various roles within departments to choose from. Please note that the choices may change as more roles are made available.

Select the desired role within the department you are wanting to take education for.

| |
|---|
| <p style="text-align: center;">MARKETING</p> <p style="text-align: center;">Parts & Service Marketing Manager</p> |
| <p style="text-align: center;">PARTS</p> <p style="text-align: center;">Counter & Telephone Sales Parts Office Warehouse Inventory Management Purchasing & Expediting Parts Manager</p> |
| <p style="text-align: center;">SELLING</p> <p style="text-align: center;">Salesperson Sales Manager Administration</p> |
| <p style="text-align: center;">SERVICE</p> <p style="text-align: center;">Foreman Inspector Lead Hand Service Office Technical Communicator Supervisor/Manager</p> |

Learning Without Scars Online Education

Individual Classes

After selecting the role, the top of the screen displayed will show you the available classes in sections (Developing, Beginning, Intermediate, Advanced).

Based on the score you received on your corresponding role assessment, you will fall into one of the sections which lists the recommended classes that can be purchased by pressing the **Class** button. When you are done one class, you can come back to this screen and purchase the next class in your section until you have taken all 8 classes.

Note

**** CLASS RECOMMENDATIONS AS BASED ON YOUR ASSESSMENT SCORE ****

You can purchase INDIVIDUAL classes @ \$149/each

0.5 CEU per class based on eligibility ⓘ

Developing

(Assessment: Up to 50%)

Warehousing Buyers Needs Make It Matter
Delivery Systems Time Management Change
Making Money Based Management

Beginning

(Assessment: 51% to 75%)

Teleselling Inventory Control Instore Merchandising
Overcoming Objections Campaigns & Promotions
Customer Loyalty Customer Retention What's Your Why

Intermediate

(Assessment: 76% to 90%)

Pricing Purchasing & Expediting Standards of Performance
Parts Marketing Market Segmentation Customer Retention
The Art of the Possible Market Strategy

Advanced

(Assessment: 91% and up)

Best Practices Balanced Scorecard Basic Management
Activity Based Management Basic Finance Leadership
Territory Potential Coaching/Mentoring

Learning Without Scars Online Education

Bundles

The bottom of the screen displayed will show you the available class bundles in sections (Developing, Beginning, Intermediate, Advanced).

Based on the score you received on your corresponding role assessment, you will fall into one of the bundle sections which allows you to save (\$96) when you purchase the 4 class bundle.

Save \$96 when purchasing a BUNDLE @ \$500
2 CEU's per bundle based on eligibility [?](#)

Developing
(Assessment: Up to 30%)
Classes: Warehousing, Buyers Needs, Make It Matter, Delivery Systems
[Buy Now](#)

Developing
(Assessment: 31% to 50%)
Classes: Time Management, Change, Making Money, Basic Management
[Buy Now](#)

Beginning
(Assessment: 51% to 65%)
Classes: Teleselling, Inventory Control, Instore Merchandising, Overcoming Objections
[Buy Now](#)

Beginning
(Assessment: 66% to 75%)
Classes: Campaigns & Promotions, Customer Loyalty, Customer Retention, What's Your Why
[Buy Now](#)

Intermediate
(Assessment: 76% to 83%)
Classes: Pricing, Purchasing & Expediting, Standards of Performance, Parts Marketing
[Buy Now](#)

Intermediate
(Assessment: 84% to 90%)
Classes: Market Segmentation, Customer Retention, The Art of the Possible, Market Strategy
[Buy Now](#)

Advanced
(Assessment: 91% to 96%)
Classes: Best Practices, Balanced Scorecard, Basic Management, Activity Based Management
[Buy Now](#)

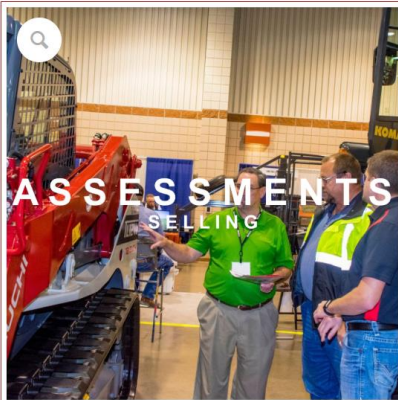
Advanced
(Assessment: 96% and up)
Classes: Basic Finance, Leadership, Territory Potential, Coaching/Mentoring
[Buy Now](#)

Learning Without Scars Online Education

Review Selection

After you have selected a specific assessment, class or lecture, you will be taken to the Product Review page. To add this product to your shopping cart, press the **Add to cart** button (A) and you will be directed to the Checkout page where you can pay for your product. If you want to see a list of all similar products that are available for purchase, click on the **category name** shown (B). The full description of the product is listed on the Description tab (C).

Product Preview



LWS: Product Support Sales CSA

\$149.00

- 1 +

Add to cart

A

Category: Learning Without Scars Assessments (ENG)

B

Description

C

Description

Selling is as old as the hills and most people think it is a function that requires you be good with people. The Sales Function also requires strong back office support. Dealer Business Systems development has allowed the management of territories with market segmentation and call reporting. Territory Potentials and Market Capture have also required we be able to provide office support to the sales force.

The comprehensive skills assessment covers all of the topics and subject matter required in the course of performing the sales support job function. In assessing this position, we have taken all of the classes involved in selling and marketing and created a skills assessment. We have taken the 900 questions, from the pretest and final assessment, from all of the classes offered for Selling. We have taken all of these questions and boiled them down to ninety essential questions. Each question has an answer within a multiple-choice selection.

The results from the CSA, Comprehensive Skills Assessment, categorize the skills and knowledge of the individual being assessed, into one of our four levels of accomplishment: Developing, Beginning, Intermediate, and Advanced.

These assessments can be used, in conjunction with background checks and interviews, to screen applicants before they are hired. They should also be used in the annual performance review with each employee. They can even be used as a foundation piece of information related to the wages and salaries paid to the employees. Finally, and this is the genesis of the creation of the comprehensive assessment skills, the assessment has been developed to be used to create a specific employee development program for each employee in the parts and service business teams.

Learning Without Scars Online Education

Purchase Product

The Checkout page allows you to pay using Google Pay, Link, Apple Pay (if you are on an Apple device) or a credit card. If you want to purchase additional products, you can simply select the **Education** menu option, repeat the process of searching and selecting a product.

Checkout

EXPRESS CHECKOUT

Buy with Pay Pay with link

Or continue below

CONTACT INFORMATION

We'll use this email to send you details and updates about your order.

Email address
ross@learningwithoutscars.org

BILLING ADDRESS

Enter the billing address that matches your payment method.

Country/Region
United States (US)

First name Last name

Address

+ Add apartment, suite, etc.

City State
Hawaii

ZIP Code Phone (optional)

PAYMENT OPTIONS

Credit / Debit Card

Card number
1234 1234 1234 1234

Expiration date Security code
MM / YY CVC

Save payment information to my account for future purchases.

Add a note to your order

By proceeding with your purchase you agree to our Terms and Conditions and Privacy Policy

[← Return to Cart](#) [Place Order](#)

Order summary

¹ LWS: Product Support \$149.00
Sales CSA
\$149.00

Selling is as old as the hills and most people think it is a function...

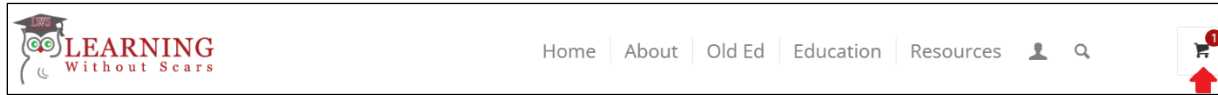
Add a coupon

| | |
|--------------|-----------------|
| Subtotal | \$149.00 |
| Total | \$149.00 |


Learning Without Scars Online Education

Shopping Cart

If something is placed into a cart, you will notice a shopping cart icon appear in the top right corner of the menu bar.





If you click on this icon, you will be taken to the shopping Cart screen where all your selected products are listed and the option to proceed to checkout.

| PRODUCT | TOTAL | CART TOTALS | |
|--|-----------------|-------------------------------------|-----------------|
|  <p>LWS: Product Support Sales CSA \$149.00 Selling is as old as the hills and most people think it is a function...</p> <p>- 1 +</p> <p>Remove item</p> | \$149.00 | Add a coupon ▼ | |
| | | Subtotal | \$149.00 |
| | | Total | \$149.00 |
| | | Proceed to Checkout | |

Coupons

If you have a coupon that you would like to apply for the purchase, press the down arrow to the right of **Add a coupon**. The section will expand allowing you to enter a couple code; then press the **Apply** button. If a valid coupon code is entered, the appropriate discount pricing will be applied.

| CART TOTALS | |
|-------------------------------------|---|
| Add a coupon | ▼  |
| Subtotal | \$149.00 |
| Total | \$149.00 |
| Proceed to Checkout | |

| CART TOTALS | |
|--|-----------------------|
| Add a coupon | ^ |
| <input type="text" value="Enter code"/> | Apply |
|  | |
| Subtotal | \$149.00 |
| Total | \$149.00 |
| Proceed to Checkout | |