PartnerPro™

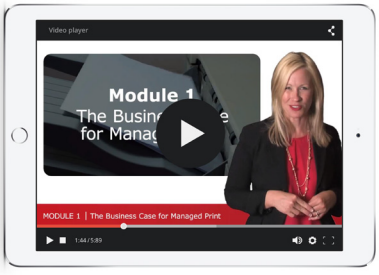
Sales Training

Selling Managed Print to Win

Learn how the top Managed Print providers are converting transactional toner sales into contracted recurring revenues!

Ideal for:

- Copier salespeople looking to sell more Managed Print
- Imaging supply reps looking to convert transactional to contractional business
- IT resellers getting into Managed Print
- New hire sales training programs



On Demand VIDEO Coaching

Reg $795

$199 per seat

Partner Price

Only **3 hours** *to complete!*

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Selling Managed Print to Win

Let's reboot your MPS program!

Get the latest sales insights and best practices to create more sales opportunities and win more profitable pages under contract.

New hires to tenured MPS sales executives will benefit from topical coaching modules showcasing best practices right across the Managed Print sales cycle.

YOUR ON-DEMAND TRAINING INCLUDES

- Engaging video (not PowerPoint!)
- 10 – 15 minute modules
- Less than 3 hours to complete
- Hosted by professional on-camera talent
- Actor simulations of recommended selling skills
- Online testing and reporting
- Official certificate of completion
- Offline money making exercises

Video Coaching Modules:

1. **The Business Case For MPS**
   The compelling need for Managed Print.
2. **Prospecting for MPS Opportunities**
   How to prioritize accounts & book more MPS appointments.
3. **Vertical Market Selling Strategies**
   Industry-specific pain points that create MPS opportunities.
4. **Top 7 MPS Sales Mistakes**
   How to identify and avoid common MPS sales cycle pitfalls!
5. **Handling MPS Objections**
   Pro responses to real world MPS resistance.
6. **TCO Calculation Strategies**
   Critical data collection strategies to maximize your MPS profits.
7. **Presenting Your MPS Proposal**
   How to prepare & present to maximize your success.
8. **Effective Quarterly Business Reviews**
   Execution best practices to grow pages under contract!

PartnerPro™

Smart Imaging Dealers know the way people buy toner, printers and services has changed.

Partner Pro offers turnkey packages to supercharge your website, powerful digital marketing to promote your brand and professional sales training to help your people to sell more.

LET'S PARTNER!

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