



## **2009 Training Opportunities**

*"The Training You Need When You Need It!"*

*Whether it's by the hour, the day, or the year, we have the package you need to keep you and your Reps informed, up to date on Industry Trends, and making money with Compass!*

*We'll make sure your teams have the skills to maximize Compass and Transform your Opportunities into Profit. Get the most out of your investment by participating in one of our many customized training programs:*

### **Exclusive Annual Packages:**

#### **PREMIUM ANNUAL**

\*1 day FULL on-site training every quarter plus 12 hours of anytime web training for 1 year –  
Cost: \$5,000 per year

#### **PARTIAL-PREMIUM ANNUAL**

\*1 day FULL on-site training every 6 months plus 6 hours of anytime web training for 1 year –  
Cost: \$3,000 per year

### **On-site Package:**

#### **PREMIUM ON-SITE**

\*3 day on-site training – Includes:  
-Training for your Administrator for proper system set-up and integrity of back-end application  
-Training for Sales Managers with Assessment of current usage, Reporting and Forecasting  
-Training for Sales Teams from initial contact through closing the sale and implementation  
Cost: \$1,000 per day

#### **PARTIAL PREMIUM ON-SITE**

\*2 day on-site training - Includes:  
-Training for Sales Managers with Assessment of current usage, Reporting and Forecasting  
-Training for Sales Teams from initial contact through closing the sale and implementation  
Cost: \$1,200 per day

#### **CRM / TCO ON-SITE**

\*1 day on-site training – Includes:  
- Training for Sales Reps and Managers on complete Contact Resource Management, analyzing your customer's TCO, meter importing, reporting and accurate forecasting.  
Cost: \$1,200 per day

#### **TCO / PROPOSAL ON-SITE**

\*1 day on-site training – Includes:  
- Training for Sales Reps and Managers to fully encompass the concept of adding profit by adding prints, using meter import tools, analyzing your customer's TCO, and generating quality, professional looking proposals.  
Cost: \$1,200 per day

*~All On-Site training Includes Real Life Case Studies and Hands on Exercises~  
~Customer is also responsible for Compass's travel expenses for On-site training~*

### **On-Line Packages:**

#### **\*CRM Web-Training:**

- Refresher course for new and existing Reps on how to organize their activities, keep in touch with prospects by managing their time and filtering accounts, manage their time, run activity reports and create accurate forecasts.  
Cost: \$200 per hour

#### **\*TCO / Proposal Web-training:**

- Refresher course for new and existing Reps on adding prints to deals to maximize profit and determining your customer's TCO.  
Cost: \$200 per hour

