



Award Winners
Gold Award of Excellence
Technology Award
Gold Training Materials Provider Award
A+ Committee Member Award 2006
EMP Cornerstone Award 2007

About gtslearning

Established 1998, gtslearning is the world's only specialist supplier of content and delivery for CompTIA certifications. Products and services for all types of business (and individuals) are available to order from gtslearning's online store.

Consultancy services are also available to help you implement a large-scale rollout of CompTIA certifications.

gtslearning holds the only international seat on CompTIA's Board of Directors and is a Cornerstone Funding Partner for key CompTIA certifications. gtslearning is also a five-time winner of CompTIA awards and has partnered with CompTIA to develop new qualifications such as EMP and salesXpotential.

Visit our new web site at www.gtslearning.com for more information about gtslearning's products and delivery solutions for CompTIA certifications.

gtslearning - the world's No.1 supplier of CompTIA learning solutions.

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"SalesXPotential is an excellent resource, especially for the smaller reseller who may not have the staff to develop and manage a complete sales training program. The quality of the content, together with the excellent toolset for the person delivering the training, combine to make the program delivery effective and efficient. With a tool like SalesXPotential, we have access to quality sales training that we simply would not have without it."

MJ Shoer, Jenaly Technology Group, Inc.

salesXpotential

A unique toolkit to increase your
sales performance,
professionalism and credibility

salesXpotential

The IT sales professional benchmark

The salesXpotential toolkit has been developed by CompTIA and gtslearning specifically for IT resellers.

Its key objective is to help you increase your sales performance, professionalism and credibility with both customers and vendors.

Your customers will have confidence in your solutions and services.

Vendors will be confident in your capability to drive product sales and offer excellent standards of pre- and post-sales support.

The salesXpotential toolkit is perfect for all IT Resellers and Value Added Resellers with 1-5 sales people. It can provide a useful induction course for newly hired employees or deliver an essential tool for refreshing team skills and generating sales success.



You're in control of your success

salesXpotential has been developed to provide the focus for a sales meeting or coaching session. You can use salesXpotential to grow your employee skills by focusing on key parts of the selling process.

In each session, you or your Sales Manager will lead a short discussion on the topics and, in some cases, role play key scenarios.

Your sales team should complete directed activities between meetings - use the salesXpotential toolkit's guidance to follow up this session individually or on a group basis.

salesXpotential Online - a dynamic community

Every salesXpotential toolkit includes 12 months access to our subscription-based support site. Content includes white papers, instructor templates, research papers, FAQs, etc., as well as the salesXpotential toolkit content.

Plus, additional learning content will be added on a regular basis: webinars, podcasts from industry leaders plus a mentored forum where your sales team can get help and support from their peers.

Get salesXpotential today!

Can you afford not to give salesXpotential to your team?

Visit www.gtslearning.com/salesx today and register for your free salesXpotential information pack



gtslearning

CompTIA

What's included?

The salesXpotential toolkit includes the following components:

Comprehensive course materials

for you and your team, provided in a handy binder.

salesXpotential Resource CD

- includes PowerPoint presentations for each lesson, interactive scenarios and additional short courses on personal development, business writing, and management skills

salesXpotential toolKit

- offers standard letters and templates, business plans, service level agreements, contracts, recruitment templates and tools, and many other business documents - everything you need in one place.

salesXpotential Online

- 12 months access to our subscription-based support site.