

# DAY 1 AGENDA



Time	Topic	Presenter
9:00-9:15	Welcome & Introductions	Cory Dzbinski Sales Engineer & Corporate Trainer
9:15-10:00	Why Sell FreedomIQ Powered by FreedomVoice?	Eric Thomas President / CEO
10:00-10:30	Hosted vs. On Premise: Consultative Selling	Bob Harrison Southwest Region Channel Manager
<b>10:30-10:45</b>	<b>Break</b>	
10:45-11:30	Profiling the Ideal FreedomIQ Customer	Bob Harrison Southwest Region Channel Manager
11:30-11:45	Profiling the Ideal FreedomIQ Partner	Bob Harrison Southwest Region Channel Manager
11:45-12:00	Partner Success Stories	
<b>12:00-1:00</b>	<b>Lunch</b>	
12:30-1:15	Marketing Resources & Lead Generation	Spencer Parikh Director of Marketing
1:15-1:45	Things to do Before the Sale: The 3 Non-Negotiables	Bob Harrison Southwest Region Channel Manager
1:45-2:00	USPs	Bob Harrison Southwest Region Channel Manager
2:00-2:30	ROI Tool	Bob Harrison Southwest Region Channel Manager
2:30-3:30	Quoting Tool	Bob Harrison Southwest Region Channel Manager
3:30-4:15	Company Tour & Group Photo	Cory Dzbinski Sales Engineer & Corporate Trainer
4:15-4:30	Objections that Arise in the Marketplace	Bob Harrison Southwest Region Channel Manager
4:30-5:00	Keys to Successful Webinars	Bob Harrison Southwest Region Channel Manager
5:00-5:15	Introduction to WebLink	Bob Harrison Southwest Region Channel Manager

# DAY 2 AGENDA



Time	Topic	Presenter
9:00-9:30	Pre-Evaluation	Cory Dzbinski Sales Engineer & Corporate Trainer
9:30-10:00	Things to Do Before the Install to Ensure Customer Satisfaction	
<b>10:00-10:15</b>	<b>Break</b>	
10:15-11:00	IP Phone Overview and Hands On Training	
11:00-11:30	Basics of Packet Switched Networking & Telephony	
11:30-12:00	Router Basics	
<b>12:00-1:00</b>	<b>Lunch</b>	
1:00-2:00	Network Configuration: Router Setup / Configuration	
<b>2:00-2:15</b>	<b>Break</b>	
2:15-2:45	WebLink Concepts & Configuration	
<b>2:45-3:00</b>	<b>Break</b>	
3:00-4:30	Do It Yourself: System Configuration	

# DAY 3 AGENDA



Time	Topic	Presenter
9:00-10:00	Do It Yourself: FreedomIQ Troubleshooting	Cory Dzbinski Sales Engineer & Corporate Trainer
10:00-10:15	<b>Break</b>	
10:15-12:00	Advanced Network Configuration: Quality of Service (QoS)	
12:00-1:00	<b>Lunch</b>	
1:00-1:30	Advanced Network Configuration: Traffic Shaping	
1:30-1:45	<b>Break</b>	
1:45-2:30	Configuring Netflow on Adtran Routers	
2:30-2:45	Working With FreedomIQ Customer Care	
2:45-3:00	Misconceptions	
3:00-3:30	Post-Evaluation / Open Questions	