# Partner Training Schedule

Half Day Session via Webinar

• Intro of OnPage Incident Management and Mass Notification(BlastIT)

• Review PowerPoint Presentation and Meaning behind the pitch

• Answer questions using real examples

• Review OnPage and BlastIT tools and demo accounts – how to present

• Marketing tools and examples

• Partner portal how to use

• Why they should buy

• Overcoming Objections

• Prospecting (process, templates and tips)

• Sales process and Sales Support

• Closing and answering buying questions