



# Train Like a Marine - Vendor Partners

Extreme training immerses your channel partners into a unique experiential learning process  
We enable you to gain mind share, build relationships and differentiate your company  
Include the WHOLE company team: sales, operations and management

## Case Studies Team Orientation

Innovative  
Learner centric  
Field proven results  
Streamlined for impact  
Collaborative



**Two  
Hours**

## Wide Product Sets



**Two  
Hours**

## Sales

Matterhorn  
facilitated  
Value Based  
Convergence  
Selling Process  
**How to sell it**



## Technical

Vendor facilitated  
First things first  
Practical and tactical  
Teamwork exercises  
Technical FAQs  
Vendor coaching



**Two  
Hours**

## Management & Support

Enabling the sales team  
Provide support of goals  
Remove communication barriers  
Build trust and teamwork

**One  
Hour**



## Case Study Application Street Smarts "What do we do when we get there?"



**Three  
Hours**

Solution synergy  
exercise  
Vertical market cases  
Design, install & sell  
Vendor guided design  
Teamwork to solution  
Presentation of work



## Building Channel Loyalty

Advanced training  
Product updates  
Project support  
Responsiveness  
**Results: They will  
LEAD with your  
products!**



## Matterhorn Delivers "Connected Credibility"

Contact us today to learn more 330-702-8292 or [paul@matterhornconsulting.com](mailto:paul@matterhornconsulting.com)