

Xerox Partner Sales Training

Sales Training Calendar

2010-2011



Opening the door to new business: For Xerox partner sales representatives

Key city trainings

New training events for Peak Partners are coming to a city near you! Learn how to open the door to new business by:

- Identifying print device security risks on your customer's network
- Assessing your customer's print environment for security concerns and more
- Locking out your competitors with key differentiators

Gain hands on experience with:

- Key differentiators
- Xerox MFP and scanning workflows
- Free USB drive with customer presentations and handouts!

Register now at

www.xerox.com/OpenDoors2NewBusiness

2011 city training events

City	Date
Orlando, FL	January 4
Webster, NY	January 5
Seattle, WA	January 11
Sunrise, FL	January 11
Windsor, CT	January 11
Wilsonville, OR	January 13
Santa Ana, CA	January 25
Knoxville, TN	January 25
Palo Alto, CA	January 27
Charlotte, NC	February 1
Raleigh, NC	February 3
Atlanta, GA	February 8
Salt Lake City, UT	February 8
Austin, TX	February 10
Irving, TX	February 16
Overland Park, KS	February 23
Puerto Rico	February 24



Up to 2 workshops daily — 9:00 a.m. - 12 noon
and 1:00 p.m. - 4:00 p.m.

(filling a.m. class first)

