



## Destination SuiteLife SuiteWeek

NetSuite is invested in the growth of its Partner ecosystem. Bringing NetSuite knowledge to new practitioners is important. Globally the NetSuite Enablement Team uses its Destination SuiteLife classes to accelerate your onboarding. The SuiteWeek curriculum offers in-person, onboarding training for Partners to take them from Rookie to Revenue quickly.

SuiteWeek is tailored for rapid onboarding Sales and Business Development new-to-NetSuite resources. Attendees will learn messaging, industry & product knowledge, skills, go-to-market strategy, systems excellence and will go through a simulated sales cycle. This active, hands-on training will educate partner practitioners the best methods to be successful in selling NetSuite to prospects and customers.

As part of this learning experience there is crucial pre-work via easy-to-consume on-demand e-Learning. The e-learning curriculum component can be consumed as your schedule allows.

Program Objectives are to learn the following:

- What is NetSuite Cloud ERP
- How to sell using SuiteSuccess
- Accelerate new sellers time to close with prospects and customers
- Understand tools and methods to help unlock the Suite with existing customers

We have incorporated several exciting hands on activities and role plays to assist with the learning process. There are prizes as well!

A few key benefits of the SuiteLife program are as follows:

- Accelerated business volume & velocity via repeatable solutioning models
- Increased number of selling partners while reducing time to productivity
- Increased ARR through excellence of seller performance in using the NetSuite sales motion activities with the NetSuite Customer Engagement Model
- Improved sales skills of partners on how to handle objections and pivot to NetSuite's strengths

Upon completion of the SuiteWeek component, you will be armed with the tools necessary to succeed as well as a variety of support options and learning paths.

SuiteLife is a journey where you will be supported, and your success is limitless! Welcome to the SuiteLife!