



LG - ERICSSON



RE: LG-ERICSSON iPECS LIK 5.6 SALES TRAINING CERTIFICATION

Training date: Monday July 9th, 2012

Training location: Holiday Inn Irvine South Spectrum
23131 Lake Center Dr.
Lake Forest, CA 92630
(949) 455-7000



If you need directions or details on the location, please contact the hotel directly or see <http://www.holidayinn.com/hotels/us/en/lake-forest/lkflf/hoteldetail>

Training time: Starts at 9:00 AM and ends at 5:00 PM

Cost: Free to all resellers and VARs

The training is free to all resellers but please RSVP to Pierre.Kerbage@lgericssonus.com by Friday, June 14th, 2012, with an Email indicating the name of the attendee, their email address, and phone number(s) (preferably office and mobile). Due to the popularity of this location, the classes will fill very rapidly. We only have room for 15 students – so please RSVP by or before June 14th, 2012. If you would like to stay at the Hotel, call the Hotel directly for reservations and state that you are with LG-Ericsson – this will get you our corporate discount (limited to a few students only – first come first served basis only).

Course Itinerary

- How to design & quote any Network infrastructure using LG-Ericsson Ethernet switches
- In depth hardware description and product training on the LG-Ericsson iPECS LIK modules, gateways and phones (most everything will also be there so you can see everything) including our newest phones (Gig) and conference phone as well as our newest DECT Phones. This will include our newest 5.6 Firmware changes
- Unified Communications Client (our communicator), learn how to demo and close the phone system by showing our state of the art desktop unified communications client (PhonTage, UCS, and others – time permitting)

LG-Ericsson USA, Inc. www.lgericssonus.com (877) 828-2673

20 Mason Irvine, CA 92618

- How to conduct a correct IP site survey, ask all the right questions (questions will be given to you) and gather the correct information you need so that ... (see next)
- How to construct a professional quote. Now that you have the data, we will give you the template so you can plug in all the data to have a complete voice and data professional knock your socks proposal, designed to WIN!
- Learn how to present, differentiate, and win every time!
- The test will be given at 4:00PM and you have 1 hour to finish it
- This is a CERTIFICATION class and a mandatory requirement to sell LG-Ericsson LIK Products.

We will bring in (buy) lunch on us for all students so you don't have to leave the premise.
Please RSVP as soon as you can.

You do not need to bring in anything with you except your attention and a notepad and pen to take notes. Again, please RSVP to Pierre.Kerbage@lgericssonus.com by Friday, June 14th, 2012.
We are expecting this to be booked in no time