



Explainer Guide to Exclusive University

We are thrilled to introduce Exclusive U, a partner success initiative proudly supported by Exclusive Network and Fortinet. Designed as a university course, Exclusive U offers a unique opportunity for businesses to upskill, achieve sales goals and plan for long-term business success and compete for incredible prizes.

PROGRAMME OVERVIEW

Duration and Phases

Exclusive U will be divided into three distinct phases. You can start collecting points as soon as you register.

Sales goals

Throughout the semester, participants will work towards achieving sales goals that align with Exclusive Network and Fortinet's business objectives.

When participants reach and exceed these targets by gaining points per activity/training and sales, it will not only give people the opportunity to learn new skills and achieve long-term business success, but to win incredible merch and prizes.

Activities, Trainings, and Sales goals

Exclusive U provides a range of activities and trainings that are tailored to boost skills and knowledge. These three focus areas are designed to help upskill people on product demos, learn new sales tactics, complete certifications, and become well-versed in promoting Exclusive Networks and Fortinet's products and services.

Friendly Competition

One of the key highlights of Exclusive U is the friendly competition among salespeople. As they work towards sales goals and complete activities, they'll have the chance to not only work with but compete against peers.

The points system will focus on celebrating achievements and a leadership board will be updated regularly throughout the year. As soon as someone registers, they will start accumulating points, so there will be an empathise to sign up soon with early bird point specials.

BENEFITS OF JOINING EU

Motivation

Exclusive U is designed to motivate and inspire people to gain insight and skills for long-term business success. By participating in the EU semester people will find renewed energy and enthusiasm as they push themselves to achieve new heights of sales excellence.

Education

The programme offers a wealth of educational resources, including training and certifications, to help broaden knowledge, and stay ahead of the ever-evolving market. By investing in professional development, businesses will become an invaluable asset to their customers and partnerships.

Incentives

As participants compete in activities, surpass sales goals, and excel in the competition, they can win unbelievable prizes that celebrate their accomplishments and drive their success to new levels.

How to get started?

- Enrol: To join Exclusive U, simply register at <https://40net.com.au/exclusive-u/>
- Plan and prepare – use the BAP to plan out your goals for each phase.
- Engage and Excel – fully engage, and be both supportive and competitive.



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