

WEEKLY MINI-ENABLEMENT SESSIONS

On-demand recordings & upcoming schedule

ON-DEMAND RECORDINGS

Mixture of Zoom and Gong recordings; and Google Docs. Zoom recordings are now being stored in Google Drive. You may experience a one-to-two minute latency before videos start playing.

June 2: [Sales Discovery 2.0](#)

and [Slides](#)

May 19: [CPQ Training Part 2](#) (expansion use cases, go-live training)

May 12: [Implementation and Professional Services](#)

and [Slides](#)

May 5: [CPQ Training](#) (new logo use case)

April 7: [Product Town Hall](#) (passcode Z*v3wBNW)

April 7: [LDAP Integration and Implementation Services](#)

March 24: [Sales Territory Planning](#)

[Territory Plan Template](#) (Google Sheets)

and [Slides](#) (Google Slides)

March 17: [Optimal Deal Structure](#)

and [Deal Structure Slides](#) (Google Slides)

March 10: [Product Town Hall](#) (Active Directory, eFCO->Rubex, Rubex Reports) (password: KMW0ZCy^)

March 10: [Discounting Policies and Best Practices](#)
and [Pricing and Discounting Slides](#) (Google Slides)

March 3: [Working with Partners](#)

February 24: [New Rep-level Sales Pipeline Dashboards](#)

February 17: [Product Town Hall - Strategy and Roadmap](#) (slides only)

January 24: [Limited Seat Type](#)

January 12: [Winning with HR - ICP Part 1](#)

UPCOMING SCHEDULE

Subject to change based on sales input and needs

June 9: Rubex Reports

June 16: When, how and why to create an opportunity

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