

GETTING STARTED:

Sales Cloud Einstein

Start selling smarter with Sales Cloud Einstein.

Learn how to use Sales Cloud Einstein to get better sales insights from your CRM data. Einstein helps you understand what separates deals won from deals lost, identify your top leads, and determine the next steps to close. This Accelerator gives you a guided walk-through of key features that can help you build your pipeline faster and focus on winning opportunities. We'll also tell you how to deploy Einstein to your entire sales organization.

What it can do for you.

- Build pipeline faster
- Improve quality, availability, and timeliness of information
- Reduce administrative time
- Reduce cost spent on customer research

How it works.

Certified Specialist will deliver remotely a single 4-hour engagement or two 2-hour engagements scheduled over a week.

Delivery

- A guided walkthrough of Sales Cloud Einstein.
- Discuss Sales Cloud Einstein Product Prerequisites.
- Learn how to review Sales Cloud Einstein results.
- Learn deployment strategies & get insight to product roadmap (safe harbor).
- Share additional Success resources.

Outcomes

- Learn how to enable features with a guided overview of Sales Cloud Einstein
- Learn Sales Cloud Einstein prerequisites & approach for a Sales Cloud Einstein deployment
- Receive additional self-serve customer success resources

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 4 hours

GOAL

Increase revenue

INTENDED USER

Customers new to Sales Cloud Einstein who are not already working with a partner or integrator

PREREQUISITES

- Must have Premier or Signature Success Plan
- Einstein has been added to Sales Cloud licenses
- Identified Sales Cloud Einstein stakeholders responsible for delivery and available during the workshop
- Staff responsible for educating users, admins and developers
- Willingness to complete a customer satisfaction survey

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To schedule your 1-on-1 Accelerator, [visit our Help Portal](#), or contact your account executive or success team today!

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