

# HOW TO: SALES CLOUD:

## Enable Sales Reps

### Get your sales reps to use Sales Cloud to its full potential.

Help your reps use Sales Cloud more effectively with change management strategies. This Accelerator will help you relaunch Sales Cloud with a clear plan for communication and monitoring metrics. We'll also review your sales rep training and share best practices to enable your team to get the most out of the platform.

### What it can do for you.

- Increase sales productivity

### How It Works

A Certified Specialist will guide you through the process via two calls totaling 2.5 hours over 1 to 2 weeks.

#### Discovery

- Review your current sales rep training process
- Review your existing governance policies

#### Analysis

- Examine current change management processes and provide best practices to help sales management enable sales representatives on Sales Cloud

#### Outcomes

- An understanding of best practices for change management

### ADDITIONAL INFORMATION

#### Premier or Signature

Time you will spend on this Accelerator: 2.5 hours

#### GOAL

Achieve faster ROI

#### INTENDED USER

Existing Sales Cloud customers

#### PREREQUISITES

- Must have Premier or Signature Success Plan.
- A sales leader/executive sponsor is engaged and committed to the outcome
- Sales Cloud currently in use
- Participation by sales management staff

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

#### Corporate Headquarters

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