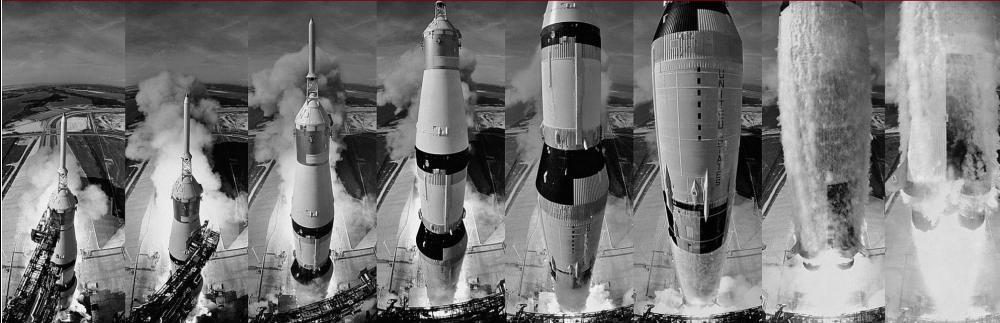


# Strategic Partnering for Success Series

## Educational Webinar Series

Presented by Rocket Builders



### 2026 Webinars

Jan 16	Partner Fit
Jan 23	Partner Recruitment (aka Business Development)
Feb 13	Partner Driven Selling
Feb 27	Building Partnerships at Web Summit

Rocket Builders is offering educational webinars to help understand how you can leverage partners to succeed, especially in challenging economic times. Based on training content it has used over the last 25 years (in past sponsored by BCTIA, AceTech, Microsoft, VEF, MARS, NRC), there is an opportunity to get ideas, learn partnering best practices, identify opportunities for investment, gain access to customers and establish new sales channels.

Attendees will learn:

- BENEFITS OF PARTNERING
  - Strategic advantages
  - Revenue opportunities
- TYPES OF PARTNERS
- PARTNER PROGRAMS
  - Joining a Large Strategic Vendor's Program
  - Recruiting into Your Partner Program
- PARTNER INVESTMENT
- PARTNER SALES CHANNELS



Presented By:



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