

## Stop 1

### GSE101 – GlobalSearch Extensions

If you will be:

Custom building, selling and demonstrating Square 9 solutions

Because it covers:

Value added functionality to set apart for competition.

## Stop 2

### DEMO101 – Delivering an Effective Demonstration

If you will be:

Demonstrating GlobalSearch to customers

Because it covers:

Proper demo flow, key areas to cover and gathering information from the customer.

## Stop 3

### QRBE - Capture QR for Business Essentials

If you will be:

Using preconfigured barcode coversheets in demonstrations

Because it covers:

Using the prebuilt workflows and coversheets for Business Essentials.

## Stop 4

### QRGS - Capture QR for GlobalSearch

If you will be:

Creating custom barcode coversheets for demonstrations

Because it covers:

Creating customer QR coversheets using Square 9's QR coversheet generator and building a template and workflow to capture a coversheet.

\*Requires completion of Reseller Sales Expert: Level 1 and Level 2 courses.

