

Strengthen Skills and Adoption of HubSpot CRM through a Complete Set of Training Solutions

Wendt Partners provides a full range of highly configurable consulting solutions that are designed to maximize your success with the complete Hubspot CRM platform. From sales and service to marketing and operations, our services are easily adaptable to your specific business requirements.

Our customized HubSpot training offering is called **HubSpot Portal Success Training™** and is structured into a series of workshop programs. Each program consists of ten sessions – a planning session up-front and nine (9) training workshops. Sessions are typically delivered once per week although clients may request the option of a twice-weekly session cadence on a staff-available basis.

Wendt Partners **HubSpot Portal Success Training™** programs include the following workshop series:

- ▶▶ **HubSpot Sales Hub CRM Admin Training** - Learn how to properly manage, administer and provision users, functions and processes in the HubSpot CRM platform with a focus on sales enablement and sales acceleration for your revenue generating teams across the enterprise.
- ▶▶ **HubSpot Sales Hub CRM End User Training** - Receive in-depth training and extensive skill reinforcement so you can master the functions of HubSpot CRM and build it into your daily and weekly routines as sales professional.
- ▶▶ **HubSpot Service Hub CRM Admin Training** - Learn how to properly manage, administer and provision users, functions and processes in the HubSpot CRM platform with a focus on service operations, customer support and customer satisfaction throughout your organization.
- ▶▶ **HubSpot Service Hub CRM End User Training** - Explore how you can become a consistent and successful user of HubSpot CRM with a focus on the powerful capabilities of Service Hub including conversations, tickets, knowledgebase and more.
- ▶▶ **HubSpot Marketing Hub Admin Training** - Understand and guide your team to success as a marketing manager or administrator on HubSpot Marketing Hub. Become conversant with the system design, asset libraries, users and teams, campaign strategy and reporting as well as analytics and attribution capabilities.
- ▶▶ **HubSpot Marketing Hub End User Training** - Become a competent and successful user of the world's leading marketing automation platform by learning about HubSpot core objects, tools and functions including workflows, automations, assets and resources.
- ▶▶ **HubSpot CMS Hub Admin Training** - Learn how to master the most powerful content management system (CMS) in the industry and explore the unique capabilities that make HubSpot CMS work such as themes, modules and smart content as well as administrative functions and best practices.



All core HubSpot PST programs are priced at \$2,500 per series. Clients may purchase multiple editions of the same program to provide tailored training to specific teams (such as inside sales users vs. outside sales users, etc.).

Training Extensions

Going beyond the core programs, Wendt Partners also offers **HubSpot Portal Success Training Extensions**. Available programs include these supplemental HubSpot PST Extensions:

- ▶▶ **HubSpot Mobile App Extension** - Learn how to become a highly efficient power user of HubSpot's native mobile applications for iPhone and Android and how to set up functions to drive success in the field.
Prerequisite: HubSpot Sales Hub End User Training.
- ▶▶ **HubSpot CMS Advanced Extension** - Take the power of HubSpot CMS to the next level with training to maximize, customize and extend your website through advanced capabilities and digital automation.
Prerequisite: HubSpot CMS Hub Admin Training.
- ▶▶ **HubSpot Operations Hub Extension** - Become a power user for data quality, native integrations, synchronizations and other advanced capabilities in HubSpot Operations Hub.
Prerequisite: HubSpot Sales Hub, Service Hub or Marketing Hub Admin Training.
- ▶▶ **HubSpot Reporting & Dashboards Extension** - Learn how to create highly sophisticated reports and dashboards including both single-object and multi-object reports, as well as advanced data and analytics.
Prerequisite: HubSpot Sales Hub, Service Hub or Marketing Hub Admin Training.
- ▶▶ **HubSpot Business Units Extension** - For enterprise companies, learn how to effectively plan, partition and manage multiple business units or subsidiaries/divisions in HubSpot.
Prerequisite: HubSpot Sales Hub, Service Hub or Marketing Hub Admin Training.
- ▶▶ **HubSpot LMS Admin Extension** - Become conversant with the world-class capabilities of HubLMS, the only Learning Management System built exclusively inside the HubSpot platform.
Prerequisite: HubSpot CMS Hub Admin Training.
- ▶▶ **Social Selling with HubSpot and LinkedIn Extension** - Enable social selling success through the power of HubSpot and LinkedIn including the LinkedIn Sales Navigator native integration with HubSpot CRM and other tools.
Prerequisite: HubSpot Sales Hub End User Training.
- ▶▶ **Video Selling with HubSpot and Vidyard Extension** - Master successful video selling through the use of HubSpot Video and the Vidyard video platform for HubSpot.
Prerequisite: HubSpot Sales Hub End User Training.
- ▶▶ **HubSpot CPQ with DealHub Extension** - Learn how to maximize your sales process motion with the power of advanced DealHub Configure / Price / Quote (CPQ) capabilities integrated with HubSpot.
Prerequisite: HubSpot Sales Hub End User Training.
- ▶▶ **HubSpot Project Management with PSOHub Extension** - Carry your customer journey flawlessly from sales to service to project execution by mastering PSOHub, the only professional services project management platform designed exclusively for HubSpot.
Prerequisite: HubSpot Sales or Service Hub End User Training.

All HubSpot PST Extensions are 5-session programs with one planning session and four training sessions, priced at \$1,250 per program.

▶▶ **Begin Your HubSpot Training Journey Today**

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