

PowerStart Your Sales with Microsoft Dynamics CRM Online

PowerObjects' PowerStart program bundles all the tools your small business needs to achieve sales results with Microsoft Dynamics CRM Online. The Microsoft Dynamics CRM platform is easy to learn with PowerObjects' blend of on-demand and instructor-led training with PowerStart. Our PowerStart toolkit will help you plan your approach to CRM, walk you through configuring CRM for your business needs, and empower you to train your sales force—all through hands-on work labs and training materials. If you need help along the way, your PowerStart Trainer is there to coach you on CRM how-tos and best practices.



Business Analysis & Web Tools



On-Demand Videos



3 Days of Work Labs



1:1 Coaching

The PowerStart Process

1

Sign Up for Microsoft Dynamics CRM Online

Provision your instance
Add PowerObjects as your Partner of Record - #1488115
Invite your users
Enroll in PowerStart

2

Receive the PowerStart Toolkit

Receive the PowerStart Success Guide
Complete the business analysis questionnaire
Start on-demand training through the How-to Portal
Complete pre-PowerStart assignments

3

Complete the Trainings and Work Labs

Participate in group trainings over 3 days
Configure CRM for your business
Import your data
Learn how to communicate and sell to your market

4

You Train Your Users

Customize the provided PowerStart Sales User Guide
Use the PowerStart sales training agenda to help others at your company get on board

What will you Learn with PowerStart?

- Learn the sales functionality of CRM
- Configure CRM for your sales process
- Import your customer and prospect data
- View sales pipeline and analyze sales activities
- Market your leads and contacts
- Train your team to use CRM

Training Overview

Over the course of three days, you will work through six training modules with your PowerStart Trainer and use hands-on work labs to set up your CRM system

Preparation for Training

You will need to complete the Business Analysis, Sales Process Planning Document, and the Data Prep Steps according to the instructions in the PowerStart Toolkit and send them to your PowerStart Trainer.

Training

Training includes a live, online instructor-led presentation and demo that will give you the foundational understanding of the application. You will also receive instruction on how to best approach configuring CRM for your organization's sales process.

Work Labs

In these hands-on work labs, you will be developing your own CRM system and completing assignments related to configuring your system, preparing data, and importing data.

Hands-On Coaching

If you have any questions or need help during the Work Labs, you'll be able to communicate with the instructor via Yammer. The instructor will be available to talk through any questions you may have.

Coaching Hours (CST): 10AM - 12PM | 1PM - 2PM | 2PM - 4PM

How-To Videos

Reinforce and augment your learning from the PowerStart program by watching the on-demand online videos on our CRM How-To Portal. These videos are designed for your CRM Administrator to learn how to customize screens and create reports to support your users. Your access to the CRM How-To Portal will continue after PowerStart.

Additional PowerStart Benefits

As a PowerStart participant, not only do you get access to the PowerStart Toolkit, the How-to-Portal, and 1:1 hands-on training and labs, you will also receive the following benefits:

PowerPack Add-Ons

PowerObjects' PowerPack tools are designed to help enhance the capabilities of Microsoft Dynamics CRM, while providing even greater functionality and efficiency. Developed based on the needs and feedback from our customers, our PowerPack tools are not just simple customizations for sales force and marketing automation—they offer true features to help you get the most out of your Microsoft Dynamics CRM investment. PowerStart participants will receive a \$2 per user per month of PowerPack credit for the PowerPack tool of your choice. Check out your options [here!](#)

Two Hours of Support

All PowerStart participants will receive two hours of our PowerCare technical support at no cost. PowerCare is a one-stop, real-time communications hub where PowerObjects customers can submit requests, view open requests, and manage PowerPack subscriptions. It's a great go-to resource to get support from PowerObjects.

Are you ready for PowerStart? Set up PowerObjects as Partner of Record!

By making PowerObjects your designated Partner of Record for Microsoft Dynamics CRM Online, you will be eligible for the no-cost PowerStart program and all of its benefits. Read more about making PowerObjects (#1488115), your Partner of Record [here](#) and get started today!