

From: Chbib, Aghiath [AGT] [mailto:agchbib@agt-technology.com]
Sent: Monday, July 30, 2007 4:44 PM
To: Chbib, Aghiath [AGT]
Subject: upcoming event (Workshop&Training)

Dear Partner,

Regarding the upcoming events

- * Training
- * Workshop

Training

The training will be sale and Pre-sale oriented.

We need to highlight the USP of the products, target customers, competitor analysis, References ...

We need to provide the participant with all sales tools available.

We need to provide the participant with certification.

Kindly send us the Agenda ASAP. For those partners who will be not able to attend the training please send us the ppt and all info in order to Prepare our self, same for the workshop.

Workshop

We had the feedback from the customer on the previous workshops we had, that the presentations were very sales oriented.

We want to avoid this by meeting the customer expectations from the workshop through:

- Transfer of knowledge on latest technology in your field
- the attendees have to go out and say I learned something new in security
- the attendees have to go out and say this products can solve my problems in this area
- we have to do the sales for the products in a bit hiding way. Through the know-How the people will win through the ppt

Kindly send us the headline of the ppt and the speaker name ASAP

If you have any questions please call me on +971504507990 and we can discuss this.

Best regards from Dubai,

Aghiath Chbib

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