

GETTING STARTED: SALES CLOUD:

Lightning Fast Start

Find out how to use Lightning to supercharge sales.

Learn how to use the full potential of Lightning to help your team sell faster and smarter. A Salesforce expert will give you an overview of key features and show you how they apply to your business processes. You'll also learn about best practices and resources available to help you use Lightning effectively.

What it can do for you.

- Understanding of key Sales Cloud Lightning capabilities
- Gain valuable insights and resources to get started with Sales Cloud Lightning

How It Works

Certified specialist will meet with you to deliver this engagement, delivered remotely (2 hours):

Educate and Prepare

- An overview of the Sales Cloud Lightning product capabilities and demo of key features
- Review customer related processes and goals
- Share Lightning customer stories
- Review recommendations and resources to get started with Lightning

Outcomes

- Customer understands key capabilities of Lightning and how these apply to their business
- Customer understands key features that can be configured to match their business processes
- Customer understands best practices and knows where to find resources for their Lightning Journey

ADDITIONAL INFORMATION

Premier or Signature

Time you will spend on this Accelerator: 2 hours

GOAL

To help customers take advantage of the Sales Cloud Lightning Experience

INTENDED USER

You want an overview of Sales Cloud Lightning, it's latest features and capabilities.

PREREQUISITES

- Must have Premier or Signature Success Plan
- Looking to leverage the latest Sales Cloud Lightning features for your Sales reps
- Lightning enablement is not required
- A Business, Admin, or Sales Leader who is engaged and committed to the session and outcome

To schedule your 1-on-1 Accelerator, [visit our Help Portal](#), or contact your account executive or success team today!

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