



IBM® **Lotus®** software

Lotus Top Gun

One Week Sales Workshop

Prague, Czech Republic, 22-26 February 2010

Make sure you mark your calendar and reserve your spot:

<http://www-03.ibm.com/systems/education/topgun/lotustop.html>

In 2010, you may once again take advantage of this dynamic, intense, fast-paced sales course providing you the very latest training on how to sell and position Lotus products and solutions.

You will gain direct access to some of the top Lotus sales leaders and offering managers! We will discuss industry solutions you can sell with Connections, Quickr, Sametime, Portal and Accelerators, the very latest information on Notes/Domino 8 solutions, as well as the updates on LotusLive, Lotus Foundations, Lotus Protector, and more!

Students will spend one week intensely focusing on how to out-sell the competition, while acquiring the skills and strategies to do just that. Sign up now as seats are limited!

Audience: IBM sellers and IBM Lotus and WebSphere Portal Business Partners

When: 22-26 February 2010

Where: Prague, Czech Republic

(Venue To Be Announced, please see travel-visa information below)

Cost: **There is no tuition charge for the class**

(**Note:** Your company or department is responsible for the cost of most meals, accommodation, and transportation expenses, as applicable; IBM employees must ensure that they have management travel approval prior to enrolling)

Registration: <http://www-03.ibm.com/systems/education/topgun/lotustop.html>

Why should you attend?

- Receive the very latest training on Lotus products and solutions
- Gain direct access to some of the top Lotus sales leaders and offering managers
- Discuss specific Lotus industry solutions and how to sell them
- Strong focus on how to beat the competition

Prerequisites:

- Have a basic knowledge of the Lotus product family (see links below)

- If applicable to your role, bring an active Lotus opportunity to class that you will work on with a team
- IBMers are required to review and be familiar with IBM's Client Value Method (CVM) concepts and terminology:
 - [http://w3-03.ibm.com/transform/worksmart/ws.nsf/ContentDocsByTitle/Client+Value+Method+\(CVM\)](http://w3-03.ibm.com/transform/worksmart/ws.nsf/ContentDocsByTitle/Client+Value+Method+(CVM))

If you have any questions, please contact the Class Manager, Darlene Shamsid-Deen (darlene_shamsid-deen@us.ibm.com).

We look forward to working with at this exciting workshop!

Additional Details

Visa requirements:

Some countries will require a visa to travel to Czech Republic. If you are not sure whether you need a visa or if you require further assistance, please check with your local embassy for travel requirements to Czech.

If you do need to obtain a visa, and require an invitation letter from the IBM office in Prague, please follow these instructions:

1. Complete the information in the attached visa letter template below by replacing all red parts with your details
2. Send the letter to Christiane Doerr (doerrc@de.ibm.com). She will process your request and obtain your visa invitation letter. If you have specific requirements beyond this for your visa application, please contact Christiane directly.

Lotus informational links:

- Software Top Gun F2F class: <http://www-03.ibm.com/systems/education/topgun/softtop.html>
- Lotus TOP GUN Virtual Learning class (live or replay):
 - Lotus Foundations - <http://www-03.ibm.com/systems/education/topgun/virtual/virtlernlotusfound.html>
 - Lotus Advanced Portal - <http://www-03.ibm.com/systems/education/topgun/virtual/virtlernlotusap.html>
 - Software Basics - <http://www-03.ibm.com/systems/education/topgun/virtual/virtlernsoftfund.html>
 - Software Intermediate Topics - <http://www-03.ibm.com/systems/education/topgun/virtual/virtlernsoftfound.html>