



WEBROOT® **PRODUCT CERTIFICATION** **TRAINING GUIDE**

The Webroot Master Partner Certification and Platform Partner certification program enables you to build a deeper understanding of the sales story and technical understanding to back Webroot business products.

A background image of a man in a suit and glasses, sitting at a desk and working on a laptop. The image is dark and serves as a backdrop for the quote.

**“SHORT AND ON-POINT TRAINING THAT ADDS GREAT
VALUE FOR OUR EMPLOYEES AND CLIENTS.”**

S. Bettas, Director of Operations | Teleglobal Consulting Group

WHY SHOULD I GET MASTER PARTNER CERTIFIED?

As a Webroot Certified Partner, you will earn the skills to more effectively sell, set up, and support Webroot business products. This will help you better serve your small business customers, reduce their rates of infection, decrease your support time, and ultimately improve your profit margins.

Once you have completed your certification training for a particular product, you will receive access to:

- 1 Product-specific Certified Partner badges for your website
- 2 A printable certificate for your office wall
- 3 Sales and technical support tools
- 4 Points per course completed for your Webroot Luminaries account

● PARTNERS WHO BECOME CERTIFIED IN THE **SALES AND TECHNICAL COURSE** FOR ALL PRODUCTS WILL RECEIVE:

- ✓ The title of Master Partner for you and the title of Platform Certified for your business
- ✓ A Webroot Platform Certified plaque for your company
- ✓ A Master Partner badge for your Webroot Luminaries profile
- ✓ Bonus points for your Webroot Luminaries account
- ✓ Access to additional, free training content to help drive your business success even higher



SALES CERTIFICATIONS

The sales certifications focus on helping you tell the story of each Webroot product and its value to your small business customers. The certifications include **use cases, objection handling, sales demonstrations, interactive content, and more**. Once you've completed each certification, you'll unlock a collection of powerful sales tools to help you jumpstart your sales process and close opportunities.



Revenue has increased ten-fold. The training allows us to sound more confident with what we sell.

C. Brown, Service Engineer | Business Computer Solutions UK



Sales Courses	
Webroot® DNS Protection	Sales Certification
Webroot® Security Awareness Training	Sales Certification
Webroot® Business Endpoint Protection	Sales Certification



TECHNICAL CERTIFICATIONS

Once you have completed the technical certification for each product, you will be better positioned to **install and configure, troubleshoot, and maintain each product** for your small business customers. You will also learn important **best practices** for setting up your small business customers for success with each product, leading to increased product adoption. These steps will help convert your trials to annual contracts.



Webroot's training and certification has increased the familiarity and confidence with engineers which is reflected into the relationship with customers.

G. Brown | Director, Sytec



Technical Courses	
Webroot® DNS Protection	Technical Certification
Webroot® Security Awareness Training	Technical Certification
Webroot® Business Endpoint Protection	Technical Certification

CERTIFICATION PROCESS

Take the first steps towards becoming a Webroot Master Partner and help your company become Webroot Platform Certified.

Simply follow these steps:

- 1** Register by going to www.webroot.com/GetCertified
- 2** Your account and program application will be reviewed, and you will receive further information in 1-2 business days
- 3** Read and accept the Webroot Certification Agreement at the beginning of the course
- 4** Complete the interactive certification course content

Your certification will remain effective for two years from the date you passed each course, plus the completion of any additional product update training.

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DO IT.

Richard Cook, Head of Service Operations | Mirus IT

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QUESTIONS?

If you have any questions please contact salesenablement@webroot.com or speak with your Webroot account manager.