

Choose Your Own Adventure

- **Tell the PowerSchool Story during Prospecting and Discovery**

Join this session to learn and develop your outbound prospecting skills and how to pitch the PowerSchool story quickly and effectively .

- **Tell the PowerSchool Story during a Demo**

Join this session to learn how the PowerSchool story evolves when demonstrating our value and aligning our products to specific challenges the district may be trying to solve.

- **Tell the PowerSchool Story when drafting proposals and contract negotiations**

Join this session to learn how articulate the PowerSchool story on your proposals, when negotiating contracts and to ease the fear of change management.

- **Tell the Customer's story to internal resources to help win the deal**

Join this session to lean more about your internal resources that can help close the deal. Learn how to effectively incorporate funding experts, EICs, RFP writers, specialists and leadership into your opportunity.