

6 Steps

to **Recurring Revenue** with the **KnowledgeWave Partner Program**

1 Become a KnowledgeWave Partner

A Reseller Agreement authorizes you to offer KnowledgeWave training to your clients through our generous partner program.



2 Activate Your Account

Set up a KnowledgeWave account for your team. Experience our onboarding process and training expertise for yourselves. Use the site while your team sells it.



3 Set Up Billing

How much will you charge? Will clients pay monthly or annually? Put the pieces in place to include KnowledgeWave on your invoices.



4 Empower Your Sales Team

We work with you to train your sales team. Let's get them fired up! There are a number of tactics that have worked well: commissions, first-to-sell bonuses, coupons, and co-hosted demos to name a few.



5 Sign Up Clients

You make the sale, then our onboarding team takes it from there. Our Customer Success Team nurtures clients along to make sure they get value from the service and win the renewal.



6 Watch the Revenue Roll In

You invoice clients for your full list rate. We invoice you for the discounted partner rate. The difference is almost pure profit for you.

