THREE STEPS TO RESELLER SUCCESS

WITH BAMBOOHR

Congratulations on completing the initial training for becoming a BambooHR reseller! Here are three simple steps that you and your team can use to succeed:

STEP 1: Bring in 10 qualified leads each month.

Data from our reseller program shows that success starts at 10 leads each month. More are always welcome, of course, but 10 leads will give you a solid foundation.

STEP 2: Give four live demos (one per week.)

Live demos are critical for building relationships with your customers. Interacting directly with potential customers helps you understand their needs, empathize with them over their pain points, and demonstrate how BambooHR solves their issues, all in a single conversation.

STEP 3: Close one deal each month.

If you follow Steps 1 and 2, you're likely to close one deal per month. The BambooHR product speaks for itself, and we've found that resellers who focus on live demos tend to outperform resellers who use other tactics.

So once more:
Build your lead funnel, demo the product, close the deal. As you repeat this methodology, you'll find success as a BambooHR reseller! It's as simple as that.

Feel free to contact us at resellers@bamboohr.com with any questions.

Thanks, and Happy Bambooing!