



**2025**

# **Centro College Product Training Document**

*Empowering Sales  
Success Through Knowledge*

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## **Welcome to Centro College 2025**

Our commitment to training extends to our sales team, and we proudly work with our manufacturing partners to deliver exceptional instruction.

# 2025 Calendar of Events

All sessions will be conducted virtually via Microsoft Teams, with Outlook invitations sent in advance.

## Virtual Vendor Training Dates:

- ▶ **February 10**
- ▶ **March 10**
- ▶ **May 12**
- ▶ **July 14**
- ▶ **August 11**
- ▶ **September 15**
- ▶ **October 13**
- ▶ **November 10**
- ▶ **December 15**

## 2025 Session Structure

Each training day is carefully planned to maximize learning while maintaining engagement. All times are Central Time.

- ▶ **8:00 AM – 9:00 AM: Centro-Only Opening Session**
- ▶ **9:00 AM – 10:00 AM: Vendor Session 1**
- ▶ **10:00 AM – 10:30 AM: Break**
- ▶ **10:30 AM – 11:30 AM: Vendor Session 2**
- ▶ **11:30 AM – 12:30 PM: Lunch**
- ▶ **12:30 PM – 1:30 PM: Vendor Session 3**
- ▶ **1:30 PM – 2:30 PM: Vendor Session 4**
- ▶ **2:30 PM – 3:00 PM: Break**
- ▶ **3:00 PM – 4:00 PM: Vendor Session 5**
- ▶ **4:00 PM – 4:30 PM: Review and Closing**



Learn more about Centro at [CentroSolves.com](https://www.CentroSolves.com)

# Best Practices for Sales Success

- ▶ **Prepare:** Review provided materials before each session. Arrive ready to engage with vendors and ask meaningful questions.
- ▶ **Participate:** Take advantage of interactive segments like live demonstrations, polls, and Q&A sessions.
- ▶ **Follow-Up:** Use insights from Centro College to refine your sales approach. Share takeaways with your clients to reinforce trust and value.

## Get Ready for Success

Centro College 2025 is your key to unlocking new sales opportunities, improving channel partner relationships, and staying ahead in the industry. Let's make this a year of growth and achievement!



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