



PARTNER PROGRAMME

Focused on you...



THE FOCUS PARTNER PROGRAMME

The programme provides you with an opportunity to earn extra revenue through access to our wide range of products and services.

- Access to the Focus Group Product Portfolio
- Market Leading Recurring Commissions
- On-going Sales and Product Training
- Dedicated Account Management
- Sales & Marketing Support
- Partner Incentives and Events

By providing training, sales & service support and dedicated account management, we offer a proposition that will help your business grow.

Whether you are looking to be a self-employed agent or already operate a successful business, there is a Partner Programme to suit you.

t. 0330 024 2000

e. partners@focus-grp.co.uk

w. www.focus-grp.co.uk

FOCUS INTRODUCER

A Focus Introducer is given training to allow them to spot and generate leads and opportunities for the sale of Focus Group products and services, leaving the sales process to be overseen by a team of experienced account managers.

FOCUS PARTNER

A Focus Partner introduces leads every month and in return is provided with all of the training given to Introducers. Partners also benefit from additional technical and bill analysis training as well as a significant increase in commissions.

FOCUS PARTNER ADVANCED

A Focus Partner Advanced still has access to sell the full portfolio of Focus Group products and services. However, the Partner Advanced scheme allows you to undertake accredited technical training to become qualified within a particular product area. Each of the services provided by Focus Group can be accredited to maximise commissions.





WHAT WE OFFER

	Introducers	Partners	Advanced Partners
Sales and Opportunity Training	✓	✓	✓
Product Portfolio Training	✓	✓	✓
Incentives & Growth Bonuses	✓	✓	✓
Access to Case Studies to assist with Vertical Markets	✓	✓	✓
Bill Analysis & Proposal Training		✓	✓
Access to Focus Marketing Collateral		✓	✓
Technical Product Training		✓	✓
Access to Account Managers & Service Agents		✓	✓
Competitive Residual Commissions		✓	✓
Ownership of Sales Administration Process			✓
Process & Provisioning of Orders			✓
Accredited Training Programme			✓
Dual-branded Marketing Option			✓
Dual-branded Billing Option			✓
Partner Portal Access			✓

ABOUT FOCUS GROUP

Focus Group is an award winning leading UK communications provider, specialising in all aspects of Business Communications to SME, Mid-Market and Enterprise clients in the private and public sector. We offer cost-effective solutions across a wide range of products, such as IP Telephony, Phone Systems, Mobiles, IT Services, Broadband, Leased Lines, Media, Print and Energy.

WE PROVIDE

Unified, competitive and cost effective solutions
Dedicated account management
Specialist industry knowledge and excellent customer service

Working with a range of leading network providers and manufacturers, allows us to offer a tailored solution to meet a business' needs. We pride ourselves on providing a consistently high level of service to all of our customers.

**TO DISCUSS BECOMING A PARTNER
CALL OR EMAIL US ON:**

0330 024 2000
partners@focus-grp.co.uk