



Reseller Guide

What is a reseller and how do I become one?

When you become a reseller with SPOCE, you have an agreement with us to sell SPOCE training products. Our training products are sold on a commission basis. As a SPOCE reseller, you have a variety of training options to promote on our behalf, as follows:

- ❖ Booking delegates onto one of our nationwide public courses
- ❖ To arrange onsite client courses for SPOCE trainers to deliver
- ❖ Promoting and selling any number of our e-Learning courses

The Process

Setting up a reseller arrangement with SPOCE is easy and can be completed within a day! You will have no initial fees to pay and there is an extensive range of courses and locations to choose from. Here's what you need to do:

1. Once you have expressed an interest, SPOCE will send you all the relevant course and pricing information.
2. If you wish to proceed, you will need to sign our agreement.
3. When you wish to book a delegate on one of our many courses you will email the information to admin@spoce.com.
4. From this point on, SPOCE will look after the administration, providing all the necessary pre-course and course material.
5. At payment you will invoice your client and SPOCE will invoice you (the reseller).

What we need to know

Before we contact you with regard to becoming a reseller on behalf of SPOCE, we need you to tell us some basic information about your organisation. So at the point which you register your interest it would be really helpful if you provide us with the following information:

- ❖ A short background of your organisation
- ❖ Industry sectors of your client base
- ❖ Geographical business arena
- ❖ Routes to market

Here at SPOCE we pride ourselves on our quality training and service delivery, so to become a reseller for our organisation you will need to read the SPOCE agreement and agree to its terms. The agreement is an assurance to us that you have a suitable quality system in place that meets with APMG assessment standards.

Email courseadmin@spoce.com to register your interest and ensure you include the relevant criteria we have listed



SPOCE is dedicated to excellence and is a founder member of ASPECT (Association for the Promotion of Excellence in Consultancy and Training)