# Registering for the Founders Sales Courses/Series

The Founders Sales Series is hosted on CEI LabForce's Learning Management System (LMS). To register for one or all of the courses in this series, you'll need to create an account, navigate to the course catalogue, select the course you want to register for, and add it to your cart. From there, you can easily complete registration and pay online!

Create an account

1. Go to learn.ceilabforce.com and click on the "Register Here" link at the bottom of the page.
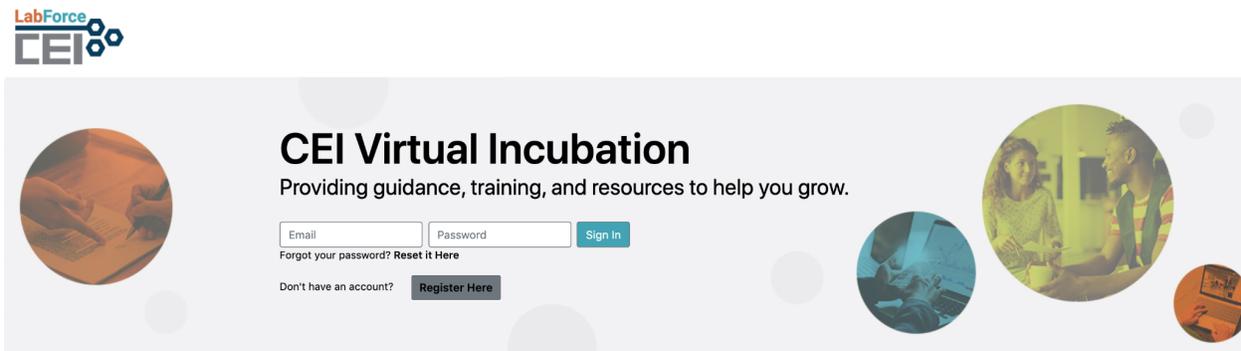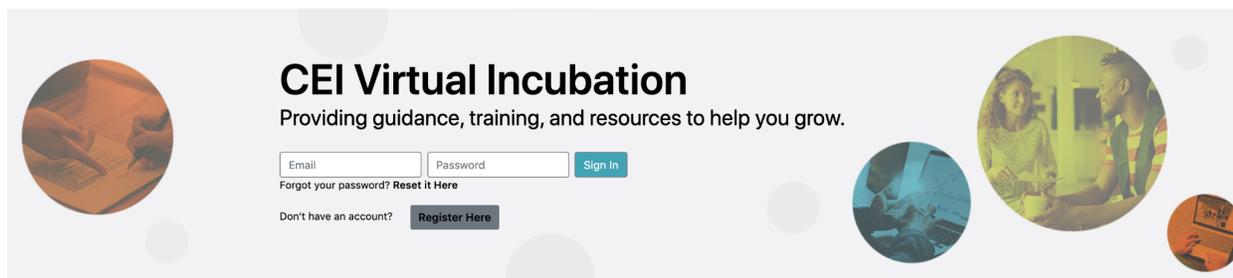

2. Fill out the registration form with your contact information. No activation code is required.

3. After you press the "SAVE" button, you will be redirected to the homepage with a message that says "Your account has been created. You may now log in."

Your account has been created. You may now log in.

CEI Virtual Incubation
Providing guidance, training, and resources to help you grow.

Email | Password | Sign In
Forgot your password? Reset it Here

Don't have an account? Register Here

4. Enter the email address and password you submitted on the registration page. You will be directed to the CEI LabForce LMS dashboard after clicking "Sign In".

Navigating to the Catalog

5. After logging in, you will reach the Learner Dashboard (pictured below). Click on "Catalog" in the upper left corner.
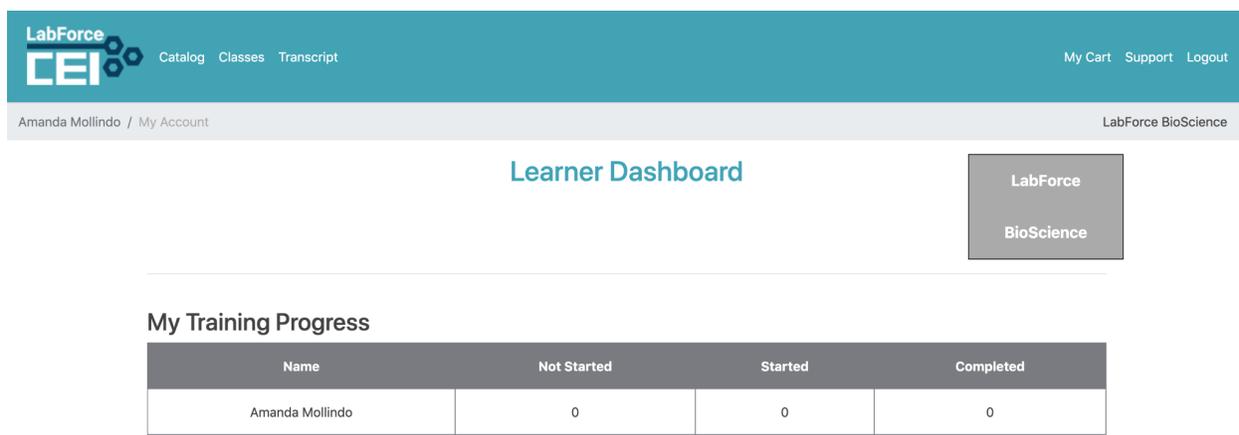
LabForce CEI   Catalog Classes Transcript   My Cart Support Logout

Amanda Mollindo / My Account   LabForce BioScience

Learner Dashboard

LabForce
BioScience

My Training Progress

Name	Not Started	Started	Completed
Amanda Mollindo	0	0	0

6. Once you've entered the catalog, you will see a list of courses.

   A. Click the "View Details" button to select the course you'd like to take.

Catalog

| Keyword | All Levels | Filter |

ID: LEAD

Becoming a Sales Leader

Becoming a Sales Leader shows founders how to inspire a team to solve their customer's problems and put people first. We help you answer the who, what, when, why and how to inform your sales leadership and vision:

Who are your customers?
What do they want to buy?
Why do they buy?
How do customers come to a buying decision?
When do they decide to buy?

. . .

$200.00

View Details

1 Class Available

ID: CC2

C-Card 2 Test

THIS IS THE COURSE DESCRIPTION FOR CARD 2 TEST

$1.00

View Details

1 Class Available

ID: SERIES

Founders Sales Series

Sales are the lifeblood of any business, and something startups need to pursue as early as possible. While a good founding team can start generating revenue, maintaining, growing and scaling sales is a major challenge.

The Founders Sales Series was created to make sure you're ready for this crucial step in business. We've built four essential courses that cover key steps to building a . . .

$400.00

View Details

1 Class Available

$200.00

Becoming a Sales Leader
ID: LEAD

Description:
Becoming a Sales Leader shows founders how to inspire a team to solve their customer's problems and put people first. We help you answer the who, what, when, why and how to inform your sales leadership and vision:

Who are your customers?
What do they want to buy?
Why do they buy?
How do customers come to a buying decision?
When do they decide to buy?

Not only will you learn the answers to these questions, but you'll find how they directly apply to your business. Join us for the first of four courses to learn everything you need to know about building a strong sales team for your startup. This program will begin on Wednesday, June 2, and participants will

meet virtually until June 30th. In addition to weekly training sessions, you will have access to a coach to make the most out of your time in the course. So don't wait — register for Becoming a Sales Leader today!

Target Audience:
Startup Founders

Required Prerequisites:
None

Subject Area:	Learning Type:	Learning Level:
Workforce	Self-Study	Beginner

Course Contents

Becoming Sales Leader

Becoming a Sales Leader: June 2 - 30, 2021

Completion Type: Self

Available Class Schedules

Open Dates

Location
No Location

Instructor:
No Instructor

Times
Self-Paced

Class ID
LEAD-MAY21

Add to Cart

7. Click on the "Add to Cart" button to begin your purchase.

Checking Out

8. If you have a Promo Code, you can enter it and click "Redeem" using the box to the right of the course(s) in your cart.

9. When you're ready, you can click the "Checkout" button to proceed to payment.

10. Fill out the billing information, credit card information, and click "purchase" to buy the course and reserve your seat!