



## Certified Sales Training Program

The Loadbalancer.org Certified Sales Training Program is a 2-hour, live, remotely delivered, English-only, instructor-led course. It is aimed at sales teams, partners, resellers, product managers, and anyone interested in learning more about Loadbalancer.org.

The course has been designed to provide a solid grounding in the role of load balancers and the unique Loadbalancer offering.

The course introduces students to the Loadbalancer.org system, and explains how it integrates into the network to provide resilience and increased performance for various workloads. It also includes a walk-through of how to execute basic administrative and operational activities on the appliance.

The course includes presentations, activities and discussion.

### Course topics



Server overview



Application health checks



How a load balancer works



How load balancers enhance application availability, efficiency, and scalability



The value of open source



Hardware, virtual, and cloud appliances



Changing customer expectations



Loadbalancer.org differentiators



Competitive analysis



Objection handling



### What sets Loadbalancer apart

- Clever, not complex, appliances
- Ability to tailor our offering
- Key features at no extra cost
- Tierless technical support
- Free migration and flexible licensing



### Register today

To take advantage of this free course contact [sales@loadbalancer.org](mailto:sales@loadbalancer.org) for more information.

