

PRODUCT APPLICATION TRAININGS 2023

Participate in one of our Product Application Trainings in 2023. Our Product Application Trainings will give you detailed Product knowledge to give your customers a better understanding of the product. This includes educating them on product features, solutions, use cases and how the product can benefit customers.

Providing your employees with extensive product knowledge is important because it enables them to better support, sell and market your company's product. The product application training will help you to increase your sales, advise your customers and market more equipment through the product knowledge you will acquire.

Product knowledge training sessions provide employees with the ins and outs of your products features and benefits. Which can greatly improve:

- Sales reps selling abilities
- Customer service support knowledge
- Marketing accuracy and messaging



For each of our product series, we offer tailor-made trainings, which take place at our headquarters in Hamburg, Germany. For refractometers, density meters, polarimeters and gas analysers, you will be able to use your acquired knowledge to explain the advantages and innovations of our devices to the customer.

Here is an overview of the Certified Service Trainings planned for 2023. The registration form can be found on the next page.

| DATE AND TIME | DETAILS | LOCATION |
|--------------------------------|---|-------------|
| 05.06.–09.06.2023, 9 am – 5 pm | The Certified Service Trainings cover the following product groups: Refractometers, Density Meters, Polarimeters, Gas Analysers, Microscopes | DE, Hamburg |
| 09.10.–13.10.2023, 9 am – 5 pm | | DE, Hamburg |

PRODUCT APPLICATION TRAININGS 2023

Application form

Company / Division:

Participant / Name: _____
Address: _____
City / Country: _____
Telephone no.: _____
E-Mail address: _____

Date of participation

- 05.06.–09.06.2023
 09.10.–13.10.2023

Would you like us to book a hotel room for you in Hamburg? Yes No

Day of arrival _____ Day of departure _____

| | |
|--------------------------|---|
| <input type="checkbox"/> | Baseler Hof www.baselerhof.de |
| <input type="checkbox"/> | Empire Riverside www.empire-riverside.de |
| <input type="checkbox"/> | Motel One Hamburg-Alster www.motel-one.com |
| <input type="checkbox"/> | Hood House www.hood-house.de/en/ |

① Please note that a credit card is required to pay for the hotel rooms. If the hotel reservation is cancelled any fees that may occur must be paid.

I herewith bindingly sign up for the chosen dates.

Date

Place

Signature