



2026

Centro College Product Training Document

*Empowering Sales
Success Through Knowledge*

Welcome to Centro College 2026

Our commitment to training extends to our sales team, and we proudly work with our manufacturing partners to deliver exceptional instruction.

2026 Calendar of Events

All sessions will be conducted virtually on Mondays via Microsoft Teams, with Outlook invitations sent in advance.

Virtual Vendor Training Dates:

- ▶ February 16
- ▶ July 13
- ▶ October 12
- ▶ March 9
- ▶ August 10
- ▶ November 9
- ▶ May 11
- ▶ September 14
- ▶ December 14

2026 Session Structure

Each training day is carefully planned to maximize learning while maintaining engagement. All times are Central Time.

- ▶ 8:00 AM – 9:00 AM: Centro-Only Opening Session
- ▶ 9:00 AM – 10:00 AM: Vendor Session 1
- ▶ 10:00 AM – 10:30 AM: Break
- ▶ 10:30 AM – 11:30 AM: Vendor Session 2
- ▶ 11:30 AM – 12:30 PM: Lunch
- ▶ 12:30 PM – 1:30 PM: Vendor Session 3
- ▶ 1:30 PM – 2:30 PM: Vendor Session 4
- ▶ 2:30 PM – 3:00 PM: Break
- ▶ 3:00 PM – 4:00 PM: Vendor Session 5
- ▶ 4:00 PM – 4:30 PM: Review and Closing



Learn more about Centro at CentroSolves.com

Best Practices for Sales Success

- ▶ **Prepare:** Review provided materials before each session. Arrive ready to engage with vendors and ask meaningful questions.
- ▶ **Participate:** Take advantage of interactive segments like live demonstrations, polls, and Q&A sessions.
- ▶ **Follow-Up:** Use insights from Centro College to refine your sales approach. Share takeaways with your clients to reinforce trust and value.

Get Ready for Success

Centro College 2026 is your key to unlocking new sales opportunities, improving channel partner relationships, and staying ahead in the industry. Let's make this a year of growth and achievement!



Learn more about Centro at CentroSolves.com