



Welcome to the SECOND edition of the monthly newsletter! This is a monthly newsletter that LearnQuest sends to all of our Partners. The purpose of the newsletter is to feature topical discussions, LearnQuest events, and help establish both meaningful connections between our partners and an enduring relationship with LearnQuest.

April 2014

In this second edition of the newsletter, we share LearnQuest corporate updates, upcoming events, frequently asked questions and partner success stories. LearnQuest is always excited to hear from our partners and we encourage you to let us know what you want to see in next month's newsletter!

LearnQuest's Global Reach

LearnQuest is incredibly proud of our network of partners. As our number of partners grow and as each of our partners grow themselves, LearnQuest remains committed to and available to all.

In order to ensure that we continue to satisfy the needs of our partners, LearnQuest is proud to announce the newest members of the LearnQuest family...LearnQuest, India!

LearnQuest, India is located in Bangalore. They all have vast IBM experience and an intimate understanding of the training business.

Welcome LearnQuest, India! We are thrilled to have them on board.

Partner Excellence



As a family-run organization, LearnQuest views its employees and partners as extended members of the family. Within our community, we recognize hard work, enthusiasm, and dedication. In this section of the Newsletter each month, we will recognize a partner that has demonstrated exemplary achievement, contribution, and performance beyond expectation.

What's Coming Up

2014 Impact Conference

LearnQuest is very excited about attending IBM Impact 2014. We would love to meet with you, if you are attending!

Please stop by our booth (#605) in the exhibitor hall at The Venetian in Las Vegas. Sebastian Ilka will be there and he would love to catch up with you over coffee (on him)! If you prefer to schedule a formal meeting, please feel free to reach out to us and it will be arranged. We hope to see you there!

Ask us Anything

If a partner has a portal related question, where should they go?

Any LearnQuest contact you have would be more than happy to assist you with portal-related questions/issues. However, if you would like to learn more about the portal and help yourself (in real time) there are NEW self-paced Portal Videos available to everyone. You can find these videos on the Home Page of your Partner Portal. Simply login, click on the 'Demo' link and you instantly have access to all of our self-paced

This month, we would like to congratulate Overnet Education. Overnet Education is LearnQuest's Public Partner in Italy. In the time that LearnQuest and Overnet Education have been working together, Overnet Education has shown a consistent commitment to excellence. This commitment to excellence clearly correlates with the results they have produced and success we see in their market. We are thrilled to highlight that Overnet Education has produced over 300 student days, to date.

LearnQuest is very encouraged by Overnet Education's strength and presence in the market. Overnet Education, and other partners like them, are a big part of what makes LearnQuest successful. We would like to recognize and thank the entire Overnet Education team for all of their hard work, excellent results and continued contributions to the LearnQuest brand.

Outstanding job Overnet Education, we congratulate you on your exceptional performance!

[Visit Overnet Education Website](#)

In the Spotlight



In July 2013, LearnQuest became one of four companies selected by IBM to be a Global Training Provider. After many months of hard work, exponential growth and a powerful network of partners, we are thrilled to spotlight LearnQuest's most recent accomplishment: IBM Premier Business Partner.

This is the highest level of partnership with IBM. To reach this level we attained the required level of trainer points as well as demonstrated superior skills and market success. The LearnQuest team continues to set new standards for excellence and is incredibly proud of this milestone.

As we are always very proud of our partners' accomplishments, LearnQuest is excited to share ours with you. Our new Premier Business Partner logo has been added to our Partner logo; it is available in the Marketing Center of the Partner Portal.

Please go ahead and update the LearnQuest Partner

videos. Whether you have a question about uploading a spreadsheet or reserving a lab, you can find everything you need.

You can also check them out here:
[Partner Portal](#)
[Self-Paced Videos](#)

Why does a partner need to upload the Student Roster Spreadsheet?

As part of LearnQuest's partnership with IBM, we are required to send them (each month) a count of student days we produced in every region. IBM looks at these numbers to make sure each region is producing and also compares them against the numbers the other GTP's provide.

LearnQuest knows our Partners are working hard and are committed to building their businesses; we want to make sure IBM sees your progress and captures ALL of our hard work. Therefore, we request that all LearnQuest Education Partners upload a complete student Roster for every scheduled class.

We are very proud of our Partner Network, let's make sure that IBM gets to see our amazing results too!

Join us on Social Media



Logo you currently use to show you are partnered with an IBM Premier Business Partner!

[Download EPS](#)

[Download JPG](#)

Here is what it looks like:



Picture Perfect



Thank you LearnQuest Partner, IBPM for sharing this fantastic picture! Located in Kiev, Ukraine. IBPM team members (shown in picture above) Maryna Sokotunova and Nataliia Latsko manage the Ukraine public schedule and continue to successfully conduct training engagements month after month. We always love hearing from you and are excited to see our posters in your classrooms!



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