



Mindjet® MindManager® Sales Edition

Customer FAQ

Mindjet MindManager Sales Edition

What is the MindManager Sales Edition?

MindManager Sales Edition helps sales professionals differentiate from the competition by providing a visual environment to capture and communicate information to ensure alignment and demonstrate value.

Who is the MindManager Sales Edition for?

MindManager Sales Edition is designed for sales professionals who manage complex sales.

How can you benefit the most from MindManager Sales Edition?

MindManager Sales Edition helps you...

- Gain clarity and build trust during the discovery process
- Streamline the account planning process
- Drive strategic focus in your sales plan
- Accelerate your sales cycle and improve forecast accuracy
- Capture requirements and accurately represent your customer's needs
- Visually represent proposed solutions and identify key next steps
- Manage complex sales and critical stages in the sales process

The following are key benefits:

- **Visually Communicate to Create Alignment**
 - Using MindManager Sales Edition during the customer discovery process ensures alignment and builds confidence and trust in the relationship from the outset.
 - As your customers/prospects watch you capture data during an online meeting and accurately represent their needs, the customer gains trust that you understand their position and are well equipped to provide a solution.
- **Visually Identify Gaps and Avoid Delays in the Process**
 - Leverage the capabilities of MindManager Sales Edition to ensure you are capturing requirements and demonstrating value.
 - Visually representing needs, proposed solutions and identifying key next steps highlights necessary areas of input and provides clarity on the process to avoid unnecessary delays.
 - A transparent sales cycle leads to more accurate forecasting.
- **Visually Manage more Efficiently**
 - Manage complex sales and critical steps in the sales process with MindManager Sales Edition.
 - Leverage filters, markers, task information and automation, and Microsoft Office export to optimize input requirements, roles, timescales and deliverables.

What platform does MindManager Sales Edition run on?

The MindManager Sales Edition runs on Windows® only.

What templates are included with the MindManager Sales Edition?

MindManager Sales Edition includes 12 map templates for individual sales professionals, sales teams, and sales managers.

- Account Plan
- Brainstorm
- Decision Making
- Discovery Template
- Meeting (Detailed)
- Meeting (Simple)
- Org Chart
- Personal Development Plan
- Social Networking Strategy
- Strategic Plan
- SWOT Analysis
- Territory Plan

What is the learning curve for using the MindManager Sales Edition?

The learning curve will vary from person to person based on their individual style of learning. However, we have included learning tools within the product that will get users up to speed quickly. In addition, all who purchase the MindManager Sales Edition will receive access to MindManager 8 Fundamentals web-based training (more information is available towards the end of this document).

Pricing & Procurement

How much is the MindManager Sales Edition?

The MindManager Sales Edition is \$499 MSRP for a single seat.

Mindjet does offer volume discounting; to find out more details contact Mindjet Corporate Sales. Call 415-229-4300 or visit <http://www.mindjet.com/store/contactsales.aspx>

Where can I purchase MindManager Sales Edition?

MindManager Sales Edition is available only from Mindjet. You can purchase via the [Mindjet Online Store](#) or through a Mindjet Corporate Sales Representative.

Can I purchase from a Mindjet reseller?

No, the MindManager Sales Edition is only available from Mindjet.

What languages are available?

The MindManager Sales Edition is available in English only.

Is this product available as a physical box or as an electronic download?

The MindManager Sales Edition is available as an electronic download only.

I currently have a license of MindManager, am I able to upgrade to or purchase the Sales Edition content?

If you currently own a MindManager license, contact Mindjet Corporate Sales Representatives to discuss how we can accommodate your request. Call 415-229-4300 or visit <http://www.mindjet.com/store/contactsales.aspx>

Once purchased, how will I receive my order?

Delivery of MindManager Sales Edition will be via email. The process will be as follows depending on where you purchased:

Via Mindjet Online Store

1. You will receive an order confirmation e-mail after purchase
2. The e-mail will contain:
 - a. Your unique MindManager 8 license key
 - b. Link to access to the MindManager 8 for Windows executable
 - c. Link to access Mindjet Sales Extension
 - d. Link to access MindManager 8 Fundamental Web-based Training

Via Mindjet Corporate Sales

1. You will receive an order confirmation e-mail after purchase
2. The e-mail will contain:
 - a. Your unique MindManager 8 license key
 - b. Link to a page that will provide you access to all of the following:
 - i. the MindManager 8 product executable
 - ii. the Mindjet Sales Extension
 - iii. the MindManager 8 Fundamental Web-based Training

Product Support

When I order MindManager Sales Edition on the online store, Maintenance & Support is automatically added. What is Maintenance & Support?

Maintenance & Support extends your support options beyond free Mindjet Customer Care offerings to ensure that you get a timely response to your critical business questions. During the coverage period of the Maintenance and Support plan, eligible participants are entitled to product upgrades, updates and service pack announcements, live helpdesk assistance, and other benefits. [Click here](#) for more information.

I need product support, where do I go?

Mindjet provides several convenient online forms with which to contact Customer Support & Service.

1. [Customer Service](#)
License key lost or not received, order issues, upgrade questions, general product sales, and license-related questions.
2. [Technical Support](#)
Contact us for issues concerning installation, product technical issues, and/or error messages.
3. [Submit a suggestion](#)
Let us know what you think about usability, features, design, Mindjet products, and services. All suggestions are captured, consolidated, and reviewed.

MindManager Fundamentals Web-based Training

Why is Mindjet offering Fundamentals training with MindManager 8?

Mindjet is offering Fundamentals training with every license of MindManager 8 to ensure customers learn to be productive from day one. The fundamentals training will help new users extract maximum benefit from MindManager by learning how to apply visual mapping to daily business tasks.

What topics are covered in the MindManager 8 Fundamentals training course?

The MindManager 8 Fundamentals training course includes seven modules. Each module represents an activity where you can immediately begin to use and benefit from MindManager.

Course outline

Module 1: Getting Started with Brainstorming

Module 2: Finding, Capturing and Organizing Information

Module 3: Reporting, Presenting and Communicating

Module 4: Manage Meetings

Module 5: Manage tasks and To-Do lists

Module 6: Manage information with Dashboards

Module 7: Manage Projects

Is there a license key or login credentials required to access MindManager 8 Fundamentals training?

There is a license key required for the MindManager 8 software; however MindManager 8 Fundamentals training does not require a license key or login credentials for access. Once you click on the link, you are able to begin the MindManager Fundamental training course.