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## LEARN

During your buying journey, Salesloft focuses on understanding your business.

- Define baselines and goals
- Document desired processes
- Build strategy and design your solution

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## OPERATIONALIZE

Onboarding and implementation executes on your designed solution from the Learn stage.

- Optimize workflows
- Configure systems
- Customize automations
- Map data

# F

## FINETUNE

Before graduating from onboarding Salesloft partners with you to educate and mobilize your teams.

- Deliver training
- Drive accountability and alignment
- Launch and refine strategy

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## TRANSFORM

Our customer teams partner with you to drive continuous improvement.

- Ongoing maintenance
- Track against outcomes
- Detect anomalies
- Discover new growth opportunities