

Enterprise Distinction

This document outlines how to earn, maintain, and benefit from the Enterprise distinction badge and what utility it provides to you as a partner.

[What is the Enterprise distinction?](#)

[Who can earn an Enterprise distinction?](#)

[Where can you find Enterprise Training?](#)

[Where can I refer potential Enterprise clients?](#)

What is the Enterprise distinction?

The Enterprise distinction is a badge that distinguishes you as a partner who has a proven track record of selling Webflow Enterprise to your clients.

Who can earn an Enterprise distinction?

Any partner who has reached the “Certified Partner” tier of the program is eligible to earn their Enterprise distinction.

To unlock this distinction, partners must complete our enterprise training sessions and successfully refer and close a minimum of 2 Webflow enterprise clients. Please note that these are minimum requirements; additional requirements may apply depending on the partner’s individual circumstances.

Where can you find Enterprise Training?

You can access Enterprise training by heading to the resource section in your Partner Hub and familiarizing yourself with our Partner Sales Kit. From there, we offer a series of demo training and onboarding sessions that will begin your journey to learn about Webflow Enterprise.

Enterprise training is released in cohorts by the team, you can sign up for upcoming Enterprise training through Partner Newsletters and/or by reaching out to the team on slack.

We will be working to make Enterprise training available on demand.

Note: we will be continuously adding updated and new education on how to successfully sell Webflow Enterprise, if you have any questions please don't hesitate to contact our partner support team [here](#).

Where can I refer potential Enterprise clients?

You can refer potential Enterprise clients by heading to the Partner Hub and clicking "Track site." From there, select "Submit Enterprise lead."

The leads you submit will be passed to our Partner Development Team who will then qualify the opportunity. If the lead qualifies for Enterprise, we will then connect you with a sales team member who will help to guide you through the selling process.

Note: you will only earn commission (and points) on Enterprise deals that are closed/won. This means that the deal must be complete, signed, and closed by the team. Your Enterprise commission and points are customized to the deal and will be manually added once the deal is complete.