

# The ScalePipeline App

## User Guide



# Table of **Contents**

1. The ScalePipeline App Overview
2. First Time Login
3. Navigating the App
4. Basic Troubleshooting Guidelines



# The ScalePipeline App Overview



## The ScalePipeline App **Overview**

---

Congratulations!

You are now enrolled in The ScalePipeline System by Sales for Life.

The ScalePipeline App is designed as a companion tool to improve your learning experience.

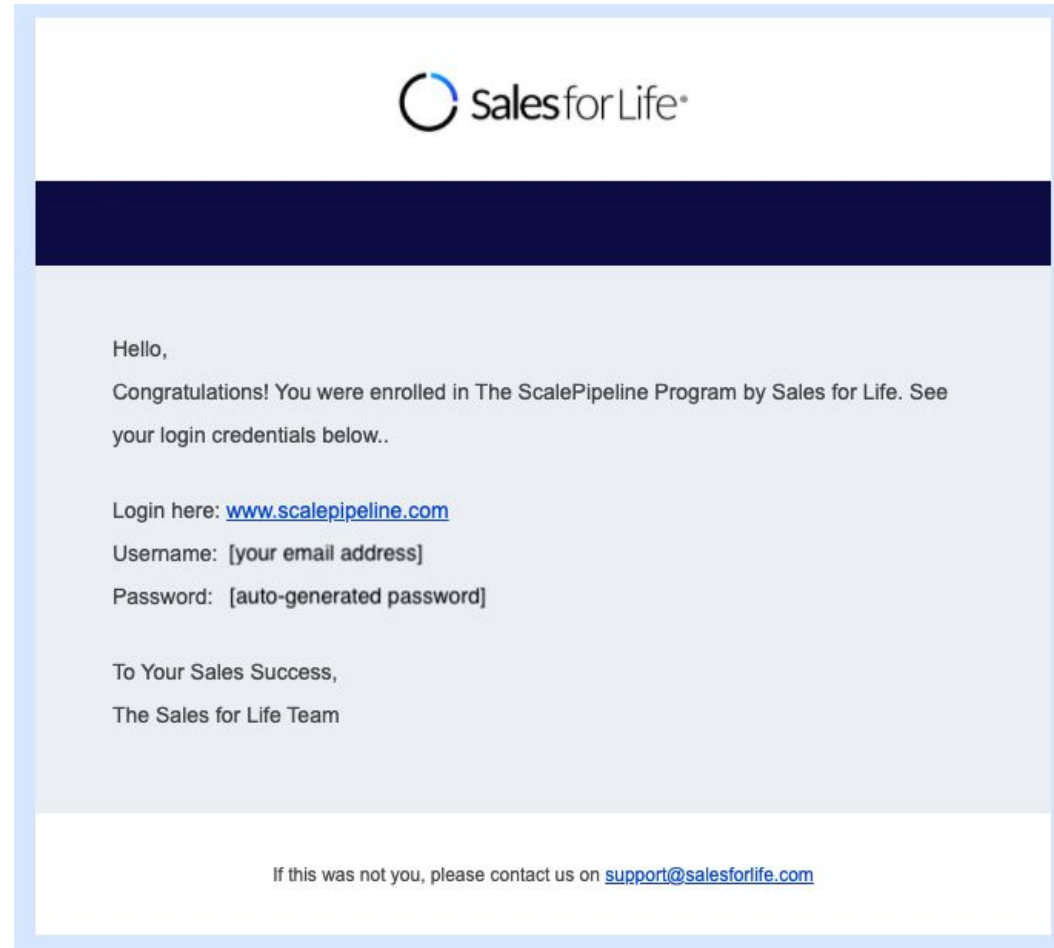
We want this to be a fun & easy process for you. You'll find all the courseware & assets you need all in one place. And, you can complete things at your own pace.

Enjoy the program and the app!

# First Time Login

## First Time Login

Upon onboarding, login credentials will be sent to your company email address containing the following information:



# First Time Login

Log in to [www.scalepipeline.com](https://www.scalepipeline.com) using the credentials.

Browser address bar: [scalepipeline.com/user/login/](https://www.scalepipeline.com/user/login/)

**SalesforLife®**

**Welcome to  
The ScalePipeline App**

Email

Password

☐ By clicking on this box, I consent to the use of cookies to enhance my site experience and to the terms of the Data & Privacy Policy found [here](#).

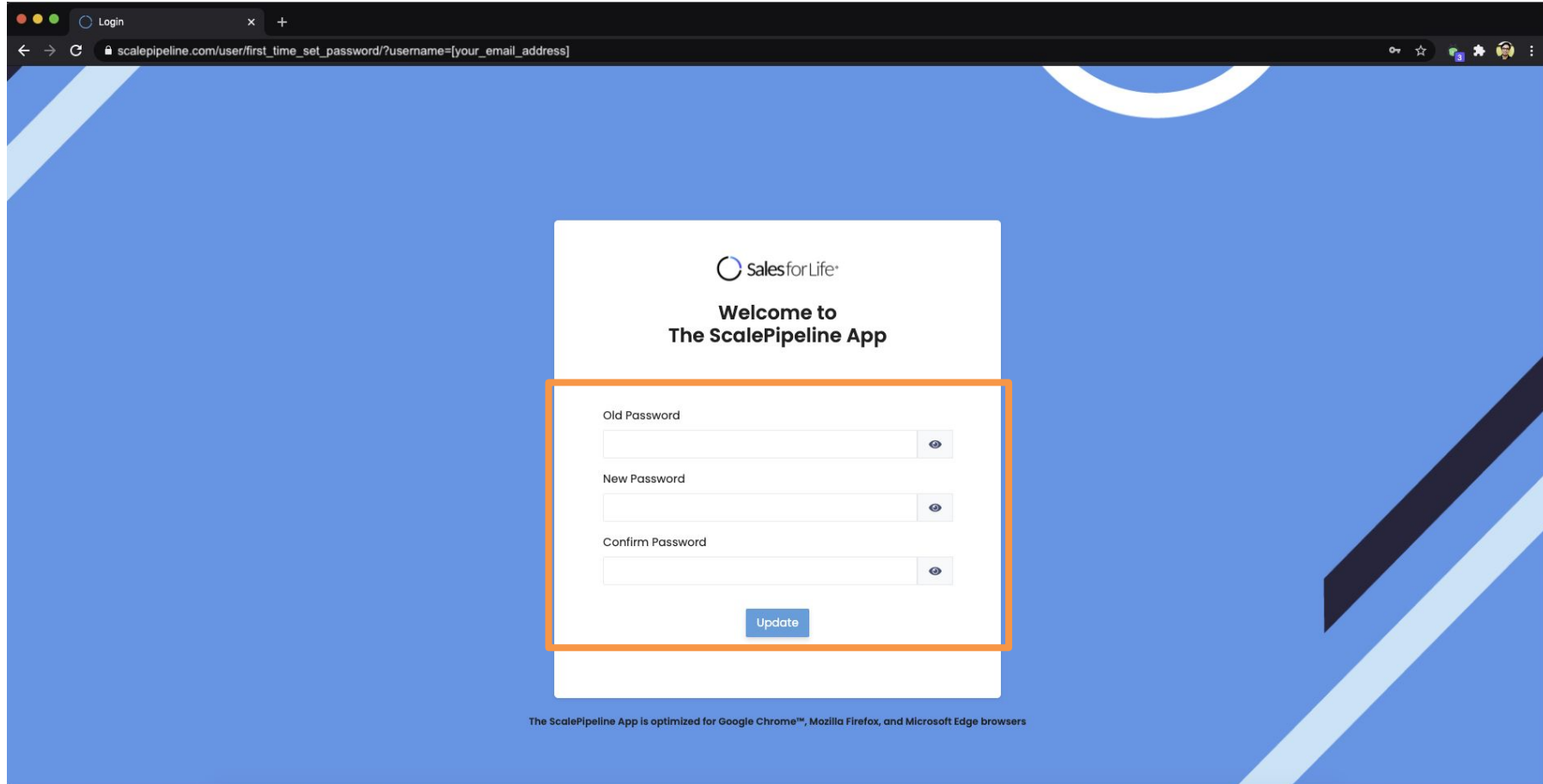
**Log In**

[Forgot Your Password?](#) [View Help Page](#)

The ScalePipeline App is optimized for Google Chrome™, Mozilla Firefox, and Microsoft Edge browsers

# First Time Login

You will be prompted to change your password then click **Update**.



The screenshot shows a web browser window with the address bar displaying `scalepipeline.com/user/first_time_set_password/?username=[your_email_address]`. The page has a blue background with a white central box. Inside the box, the SalesforLife logo is at the top, followed by the text "Welcome to The ScalePipeline App". Below this, there are three password input fields labeled "Old Password", "New Password", and "Confirm Password", each with a toggle icon to its right. An orange rectangle highlights these three fields and the "Update" button located below them. At the bottom of the white box, there is a small line of text: "The ScalePipeline App is optimized for Google Chrome™, Mozilla Firefox, and Microsoft Edge browsers".

ScalePipeline App

Old Password

New Password

Confirm Password

Update

The ScalePipeline App is optimized for Google Chrome™, Mozilla Firefox, and Microsoft Edge browsers



## First Time Login

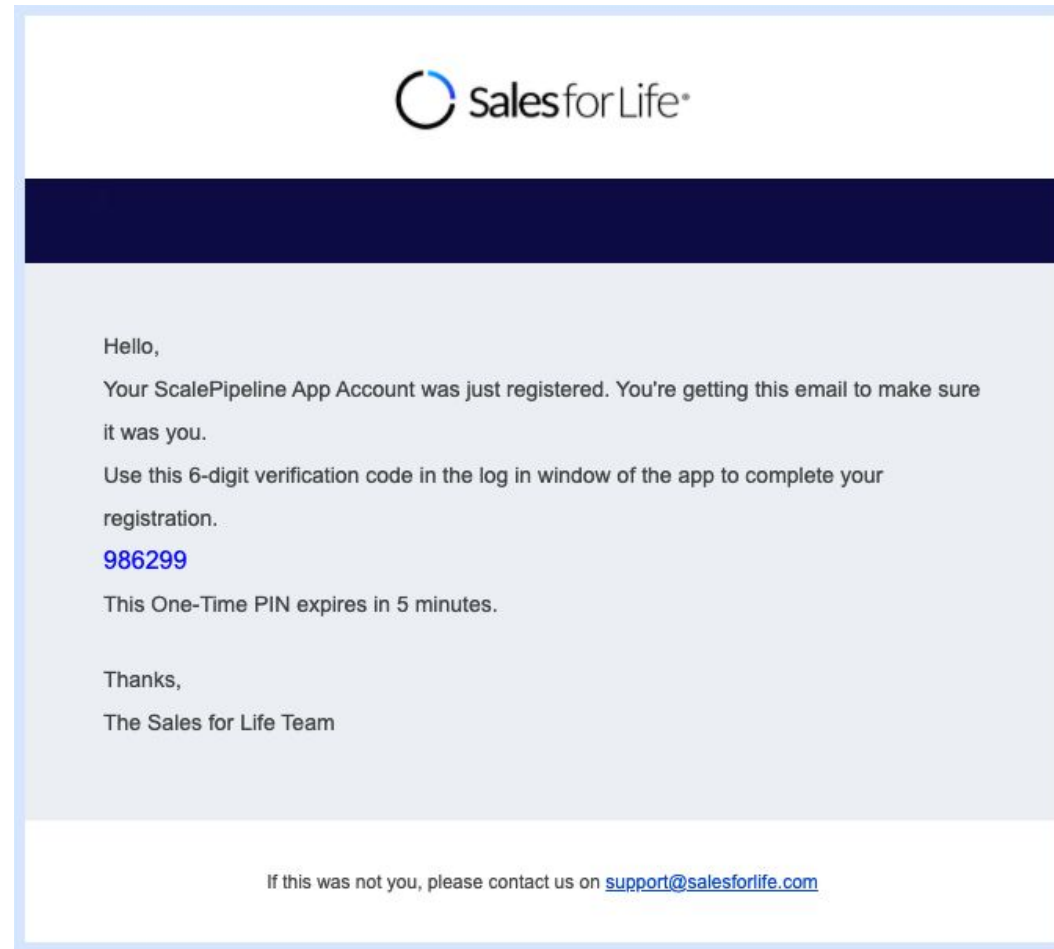
After a successful password change, you will be prompted to log in again.

Your Password has been changed successfully

Login

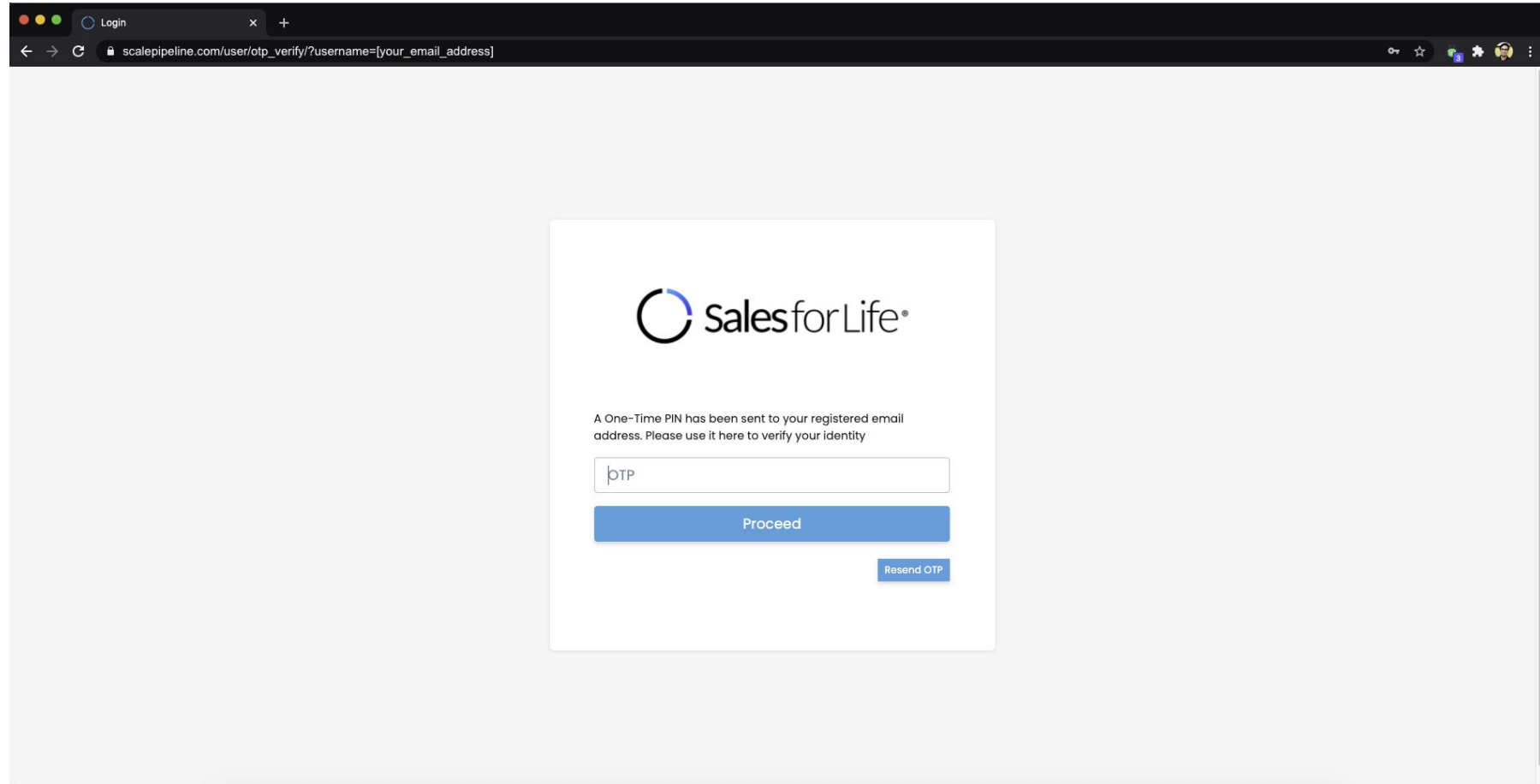
## First Time Login

After initial log in using the new password, a One-Time PIN will be sent to your registered email address.



# First Time Login

Enter the One-Time PIN at the login page and then **Proceed**.



The screenshot shows a web browser window with the address bar displaying "scalepipeline.com/user/otp\_verify?username=[your\_email\_address]". The page content features the SalesforLife logo at the top. Below the logo, a message states: "A One-Time PIN has been sent to your registered email address. Please use it here to verify your identity". There is a text input field labeled "OTP" with a cursor inside. Below the input field is a large blue button labeled "Proceed". To the right of the "Proceed" button is a smaller blue button labeled "Resend OTP".

# First Time Login

You will be asked to indicate the following information, then click **Save**:

- Your job function
- The geographic market you cover
- The verticals you focus on
- Your language preference for the learning video subtitle

Home x +

scalepipeline.com/user/profile/

SalesforLife®

[Profile Picture Placeholder]

Name: [Your Full Name]

Email: [Your Email Address]

Team: [Your Team]

What title best describes your job function? Demand Generation

What geographic market do you cover? Americas

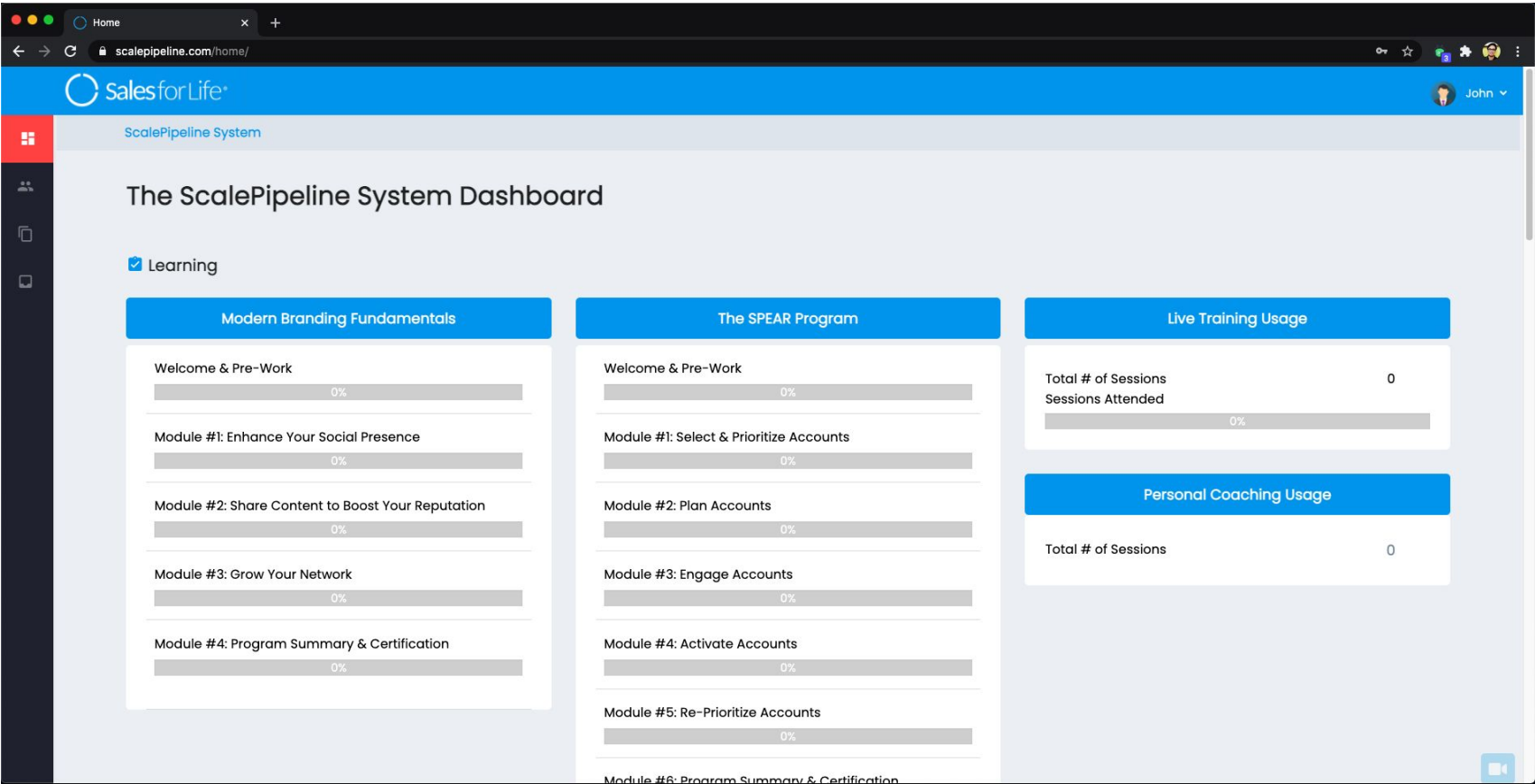
What verticals do I focus on? Computer & Network Security

Language Preference for Learning Video Subtitles English

Save

# First Time Login

You will be directed to the Dashboard containing the Learning Summary and Intelligence data.





# Navigating the App



# Navigating the App

Here are the features of the App:

## Dashboard Summary

1. Learning
2. Intelligence
3. Application

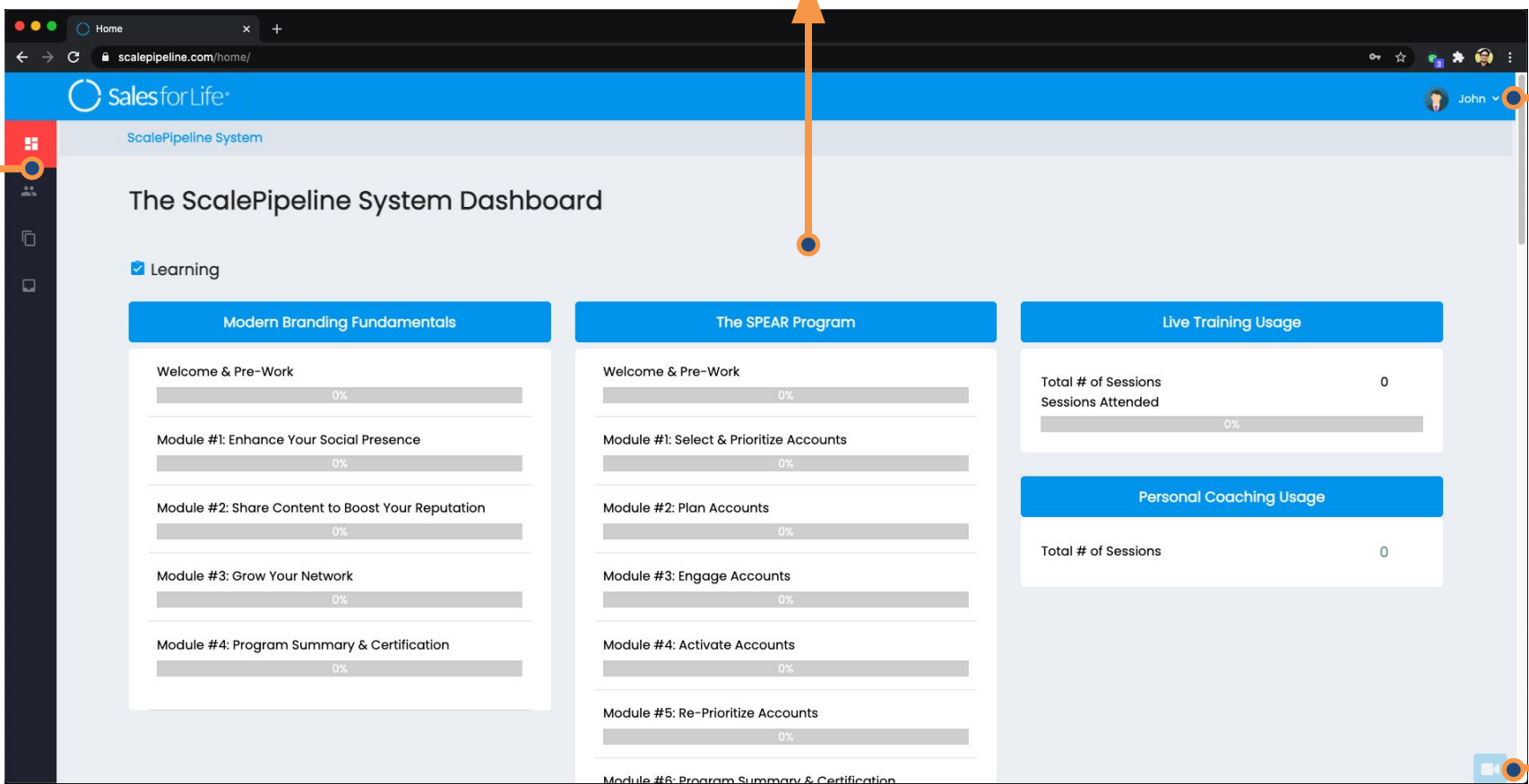
## Menu

1. My Team (Leader View)
2. Learning Library
3. Intelligence

## User Settings

1. View Profile
2. Email Support
3. Daily Coaching Hotline
4. Change Password
5. Help Page
6. Logout

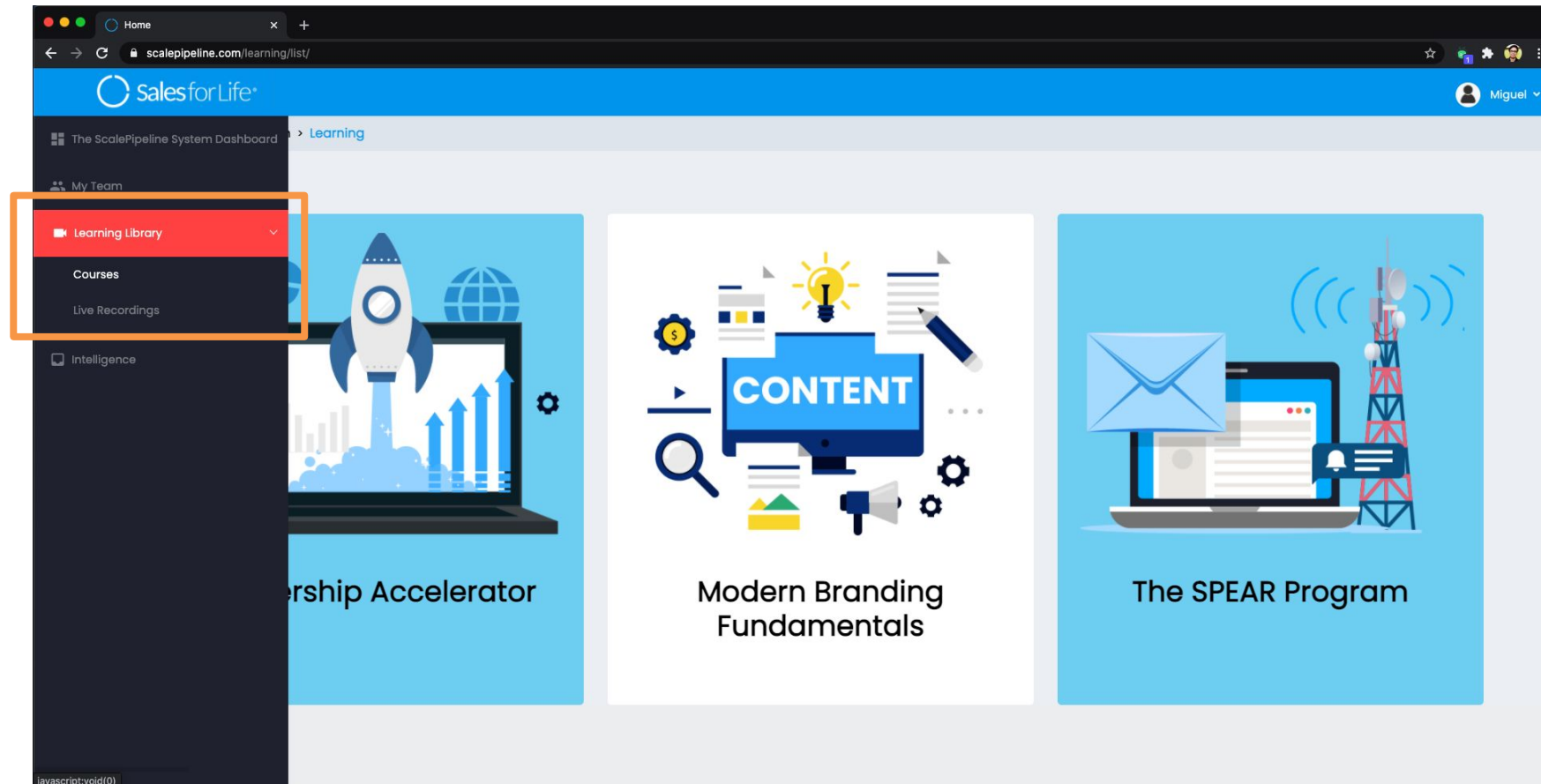
## Help Videos



# Navigating the App: Learning Library Module

The **Learning Library Module** contains the following sub-menu:

1. Courses
2. Live Recordings

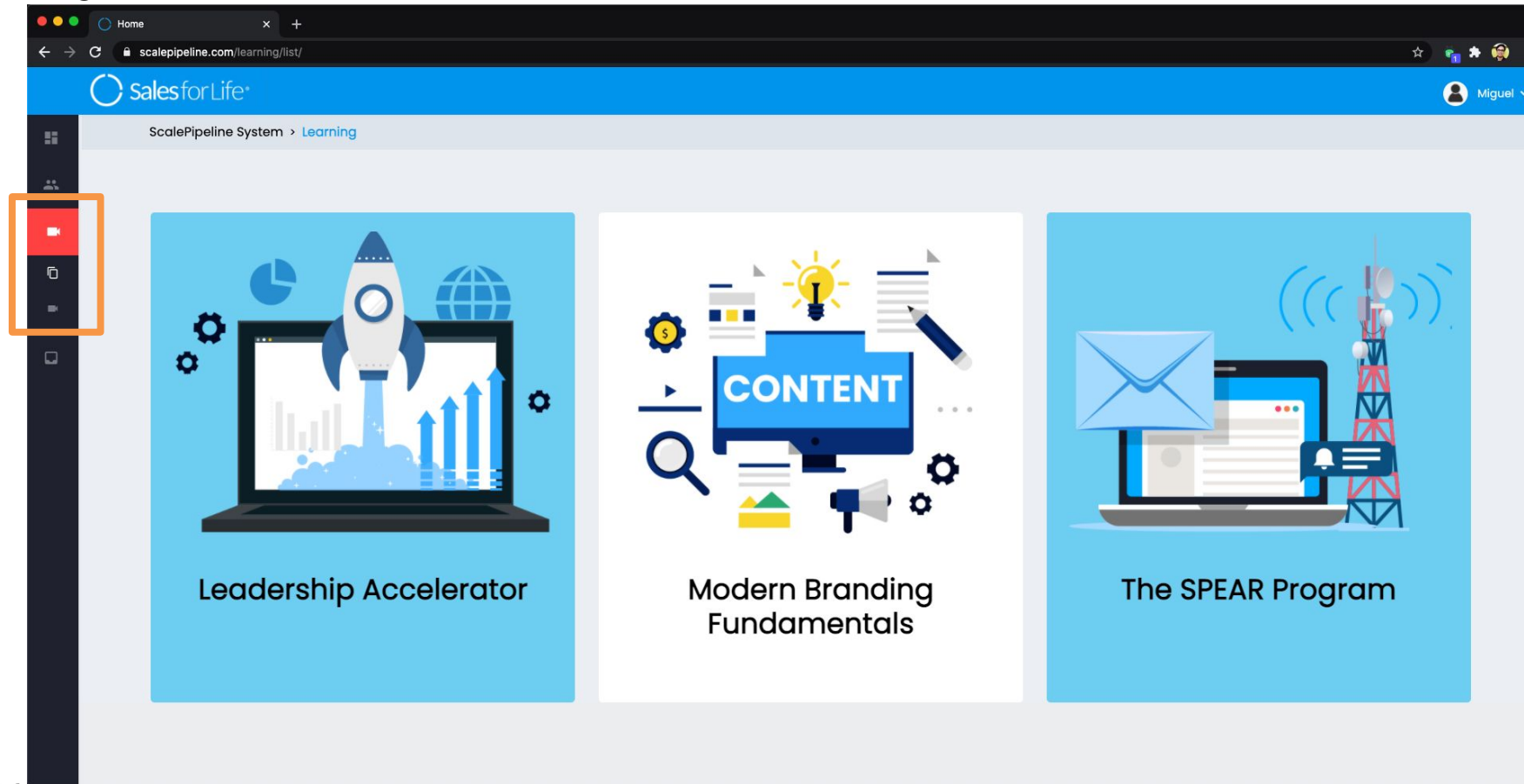




# Navigating the App: Learning Library Module – Courses Page

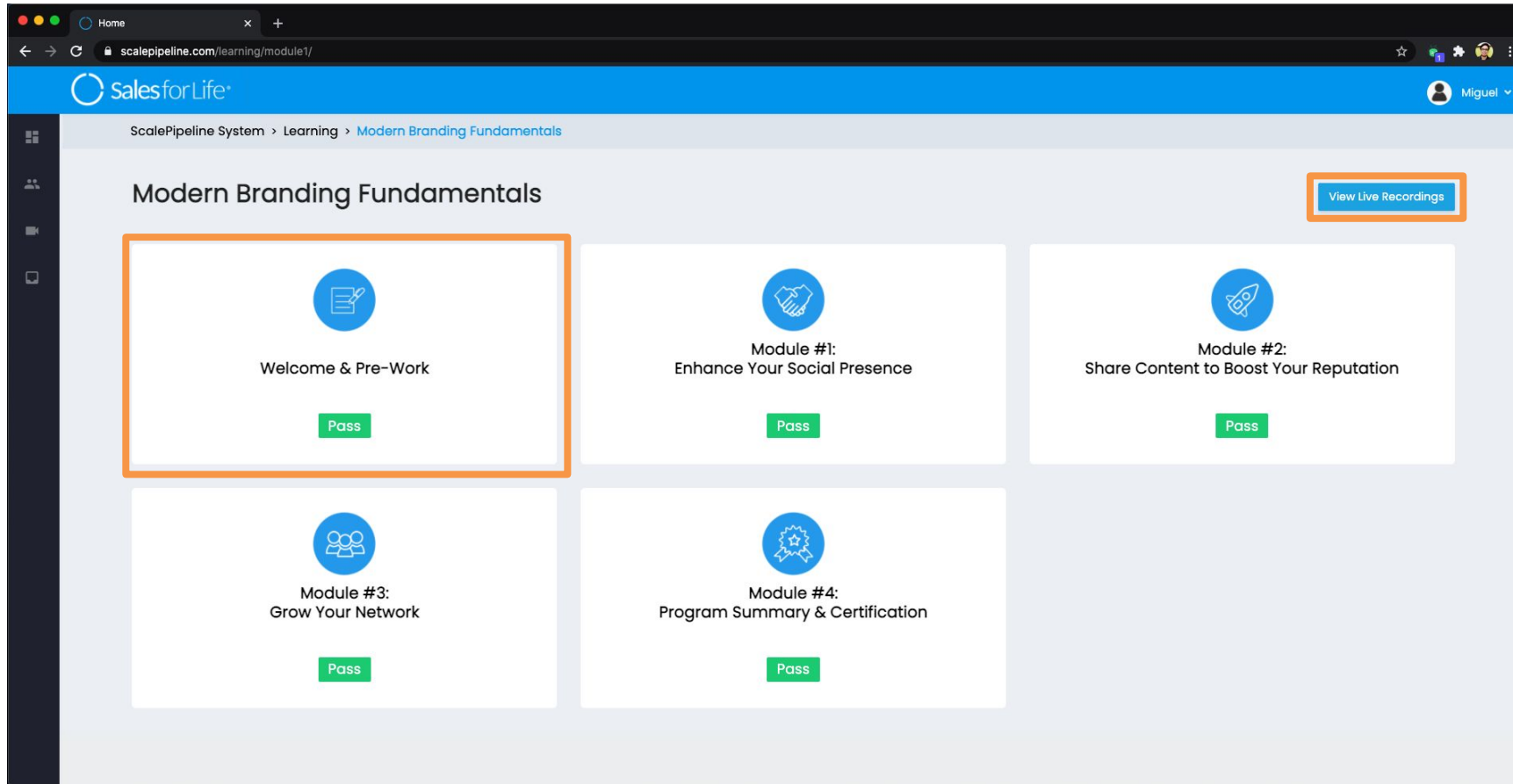
The [Courses Page](#) contains courseware under The ScalePipeline System:

1. Leadership Accelerator – for Leaders
2. Modern Branding Fundamentals – for Sellers & Leaders
3. The SPEAR Program – for Sellers & Leaders



# Navigating the App: Learning Library Module – Courses Page

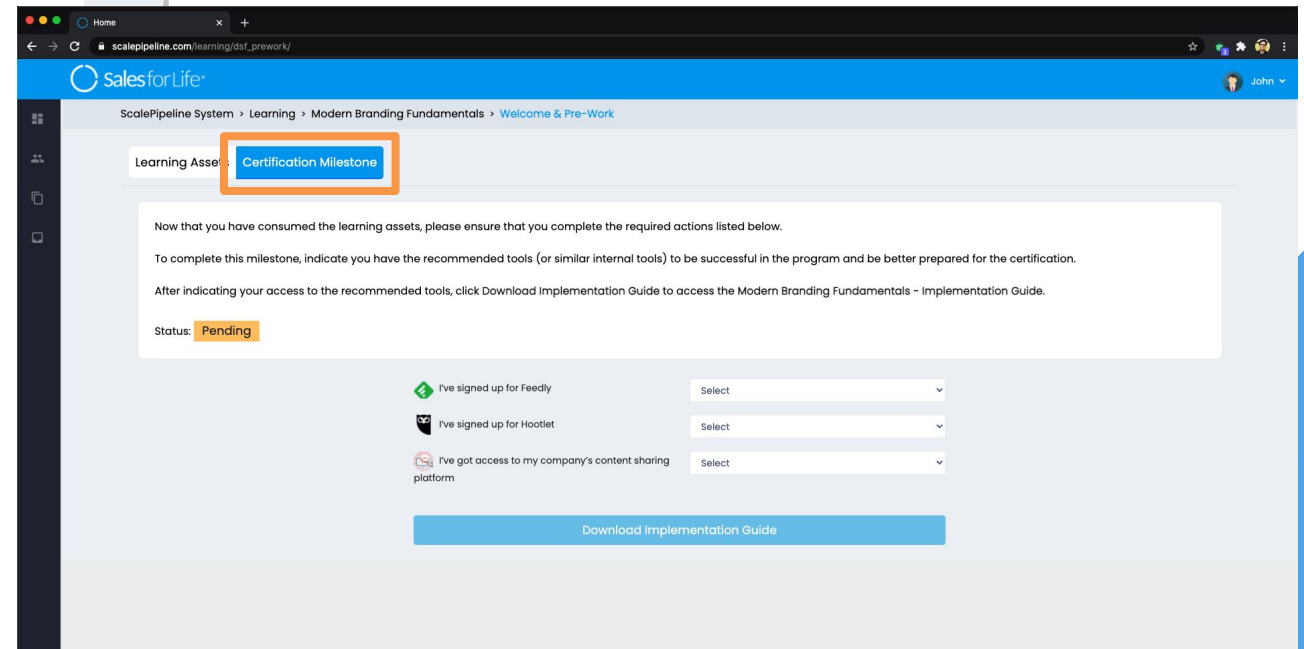
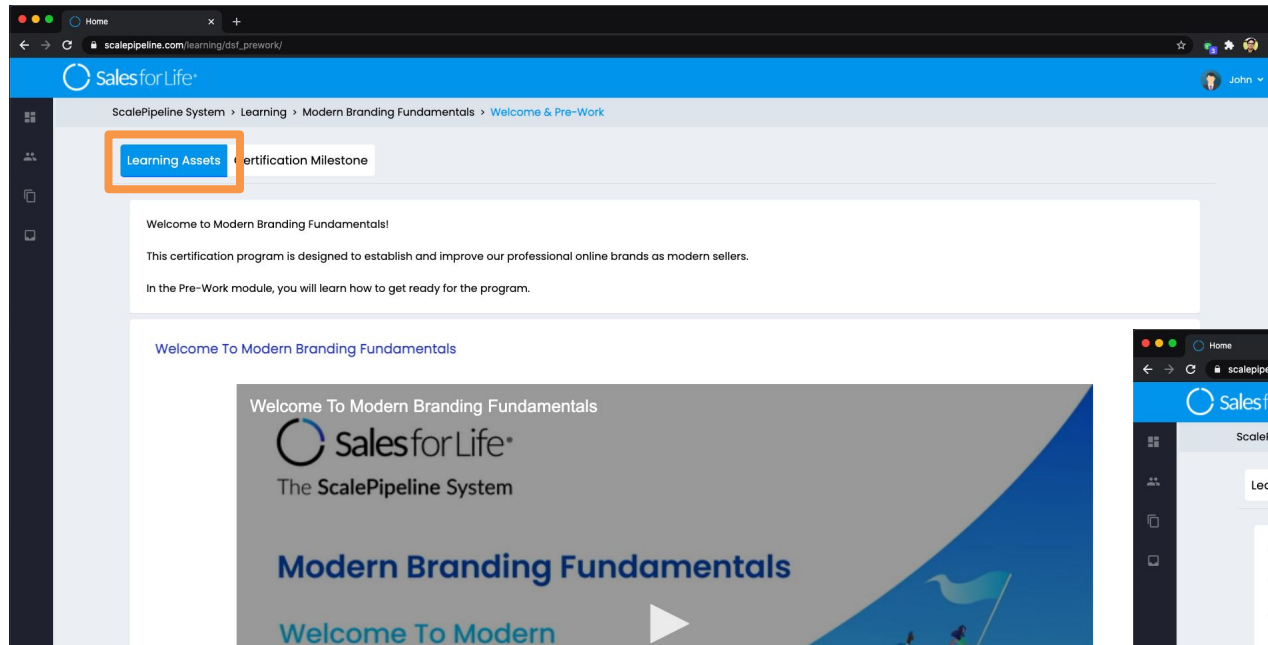
After selecting a course, you will be directed to the module selection page. In this page, each module is divided into tiles and the link to the Live Recordings Page can be found in the top rightmost part.



# Navigating the App: Learning Library Module – Courses Page

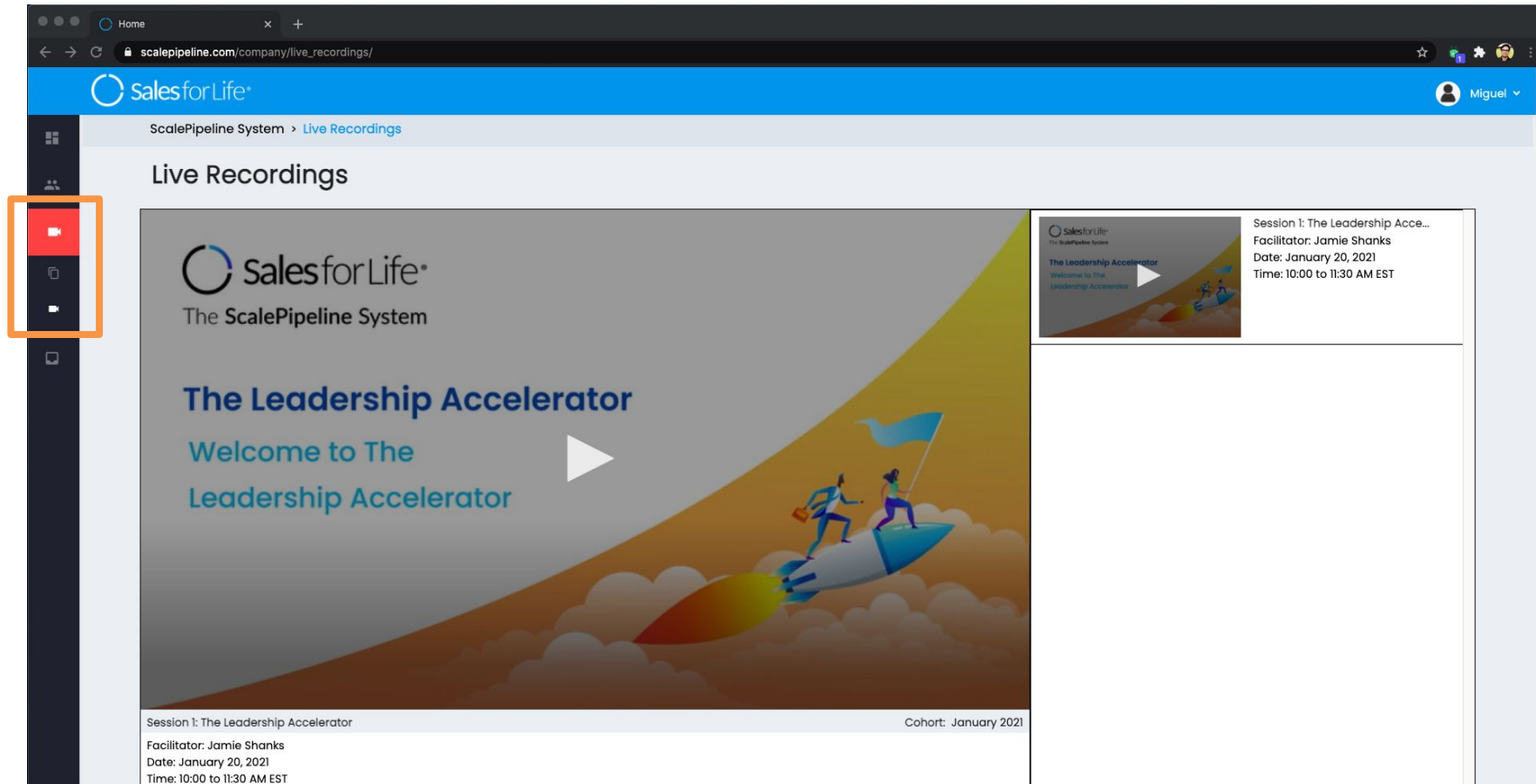
After selecting a module, it will show a page that has two tabs:

1. **Learning Assets** containing Training Videos.
2. **Certification Milestone** containing guidelines and exercises to complete the module milestone.



# Navigating the App: Learning Library Module – Live Recordings Page

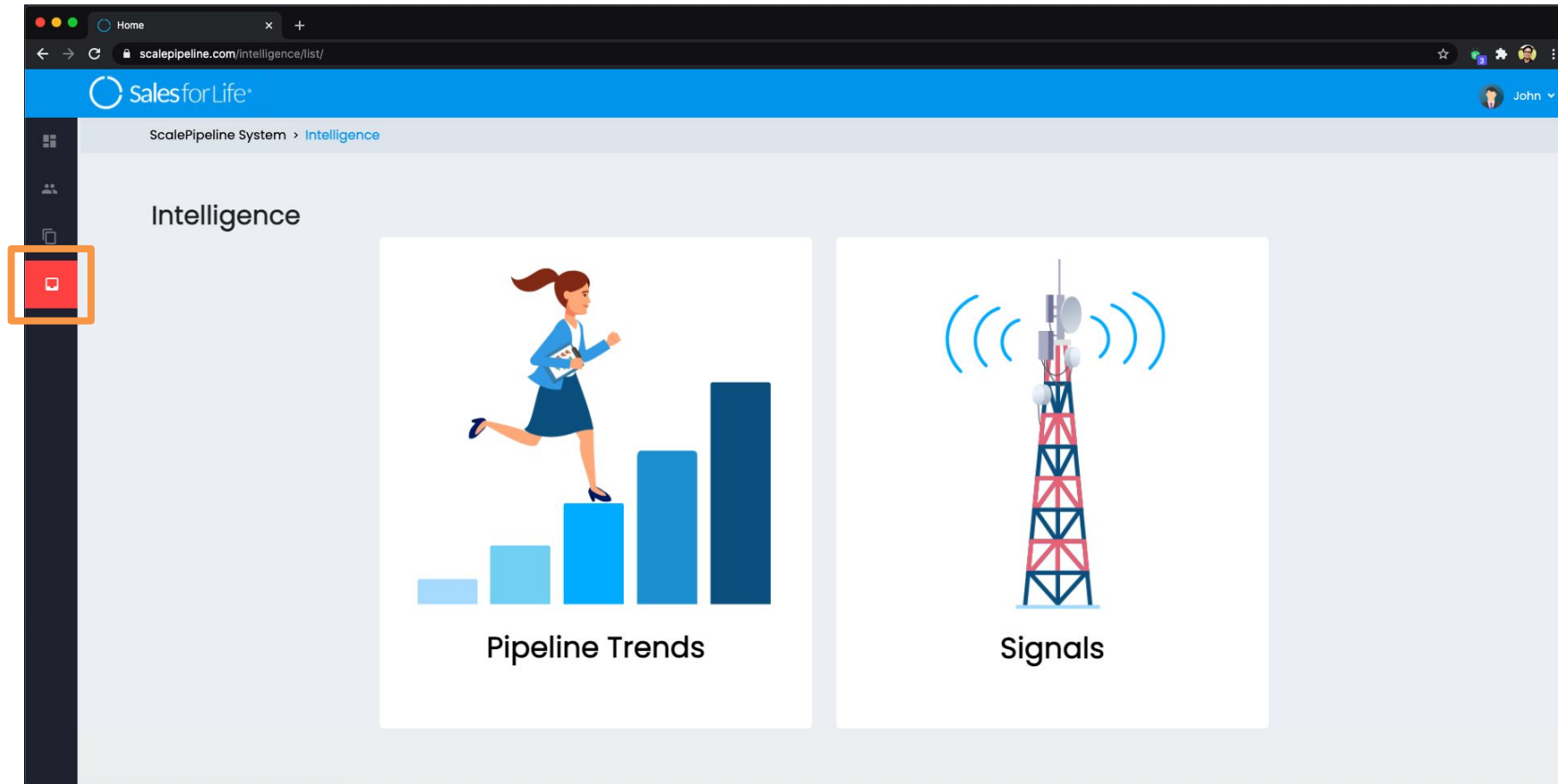
The [Live Recordings Page](#) contains recording of sessions with a facilitator from Sales for Life.



# Navigating the App: Intelligence Module

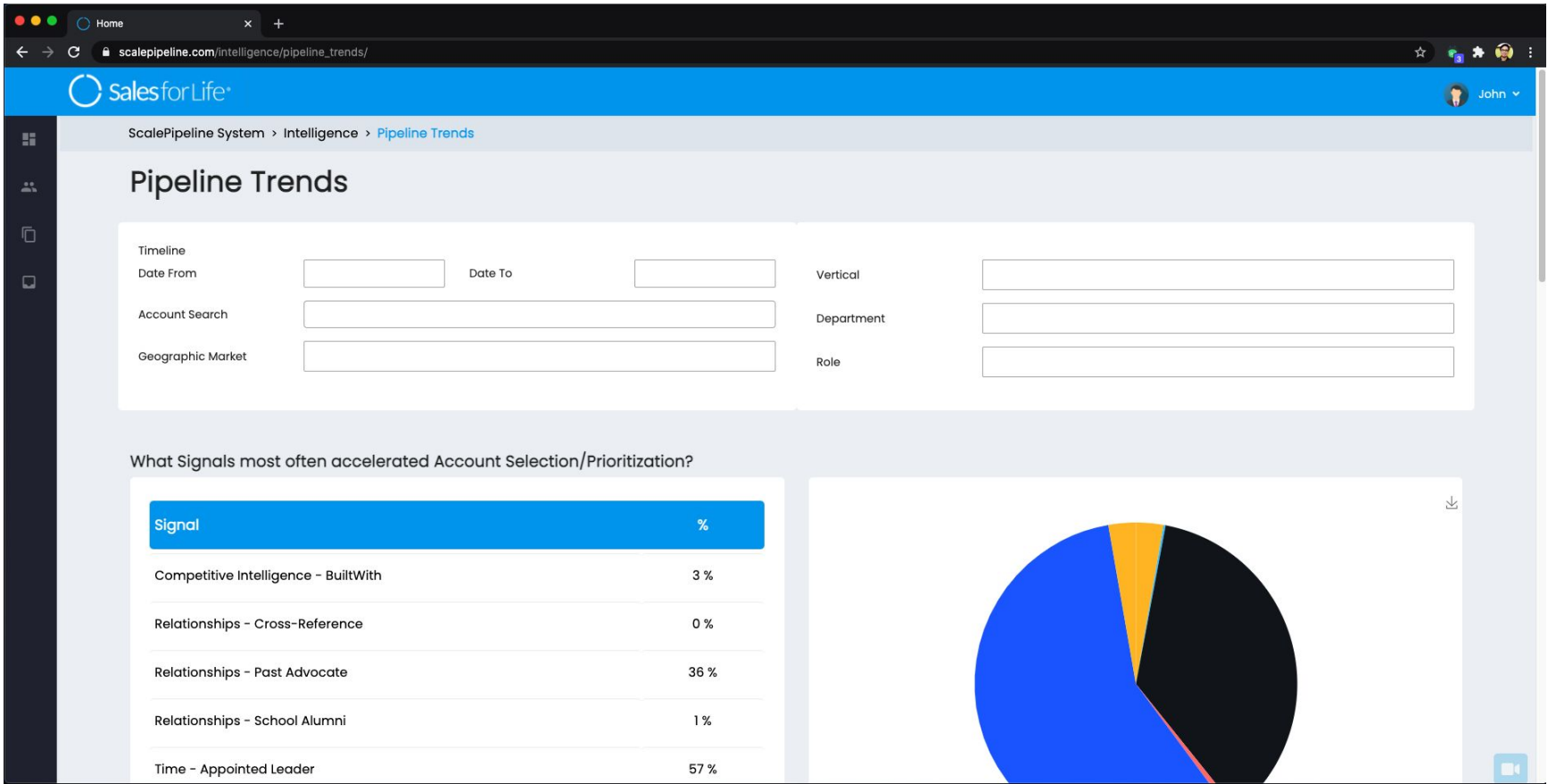
The **Intelligence Module** contains two sections:

1. Pipeline Trends
2. Signals



# Navigating the App: Intelligence Module – Pipeline Trends Page

The [Pipeline Trends Page](#) contains aggregated data and evidence from the global database of certifications that open doors, grow & retain accounts. You can search by account, by region, by vertical, and more.



# Navigating the App: Intelligence Module – Signals Page

The **Signals Page** contains all of the signals that have been assigned to individual users or a team. These are the action items for you to work on after you're certified in The SPEAR Program.

The screenshot shows the 'Signals' page in the SalesforLife application. The page has a blue header with the SalesforLife logo and a user profile for 'Miguel'. The breadcrumb trail is 'ScalePipeline System > Intelligence > Signals'. Below the header, there are filter sections for 'Account Name', 'Relevant' (set to 'All'), 'Actioned' (set to 'All'), and 'Signal Type' (set to 'All').

Below the filters, there are four summary cards:


- 6 Total** (represented by a Wi-Fi icon)
- 2 Actioned** (represented by a checkmark icon)
- 0 Actioned & Relevant** (represented by a lightbulb icon)
- 2 Actioned & Not Relevant** (represented by a speech bubble icon)

Below the cards is a table with the following data:

Date	Student	Account	Signal Type	Link to Signal	Actioned	Relevant	Signal Info
Dec. 30, 2020	Miguel De Leon SFL	TMX Group	Relationships - School Alumni	<a href="#">Link</a>	No		<a href="#">Info</a>
Dec. 30, 2020	Miguel De Leon SFL	Health Sciences North/Horizon Santé-Nord	Relationships - School Alumni	<a href="#">Link</a>	No		<a href="#">Info</a>



# Basic Troubleshooting Guidelines

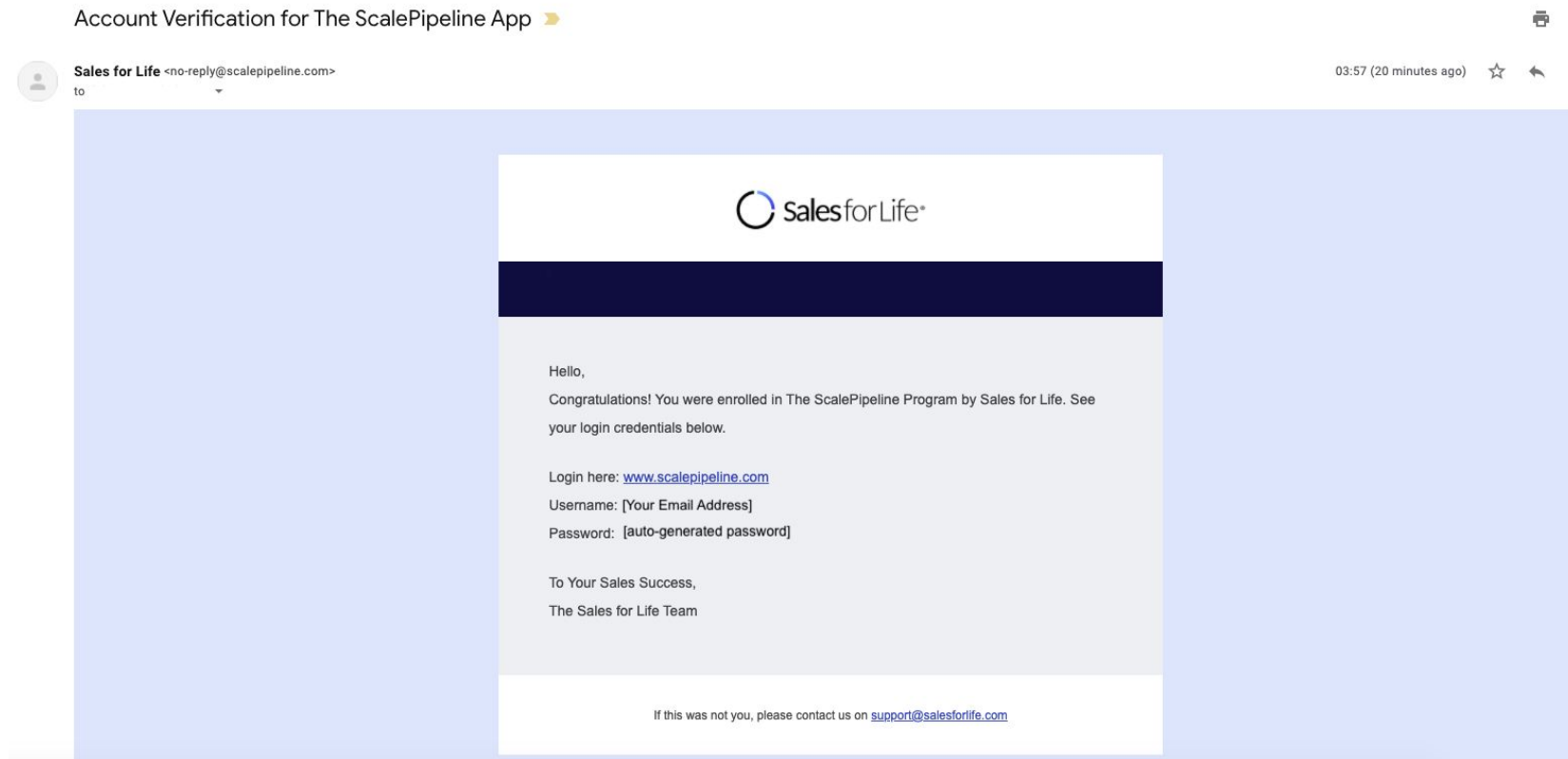




# Basic **Troubleshooting** Guidelines

## I did not receive an email notification upon onboarding

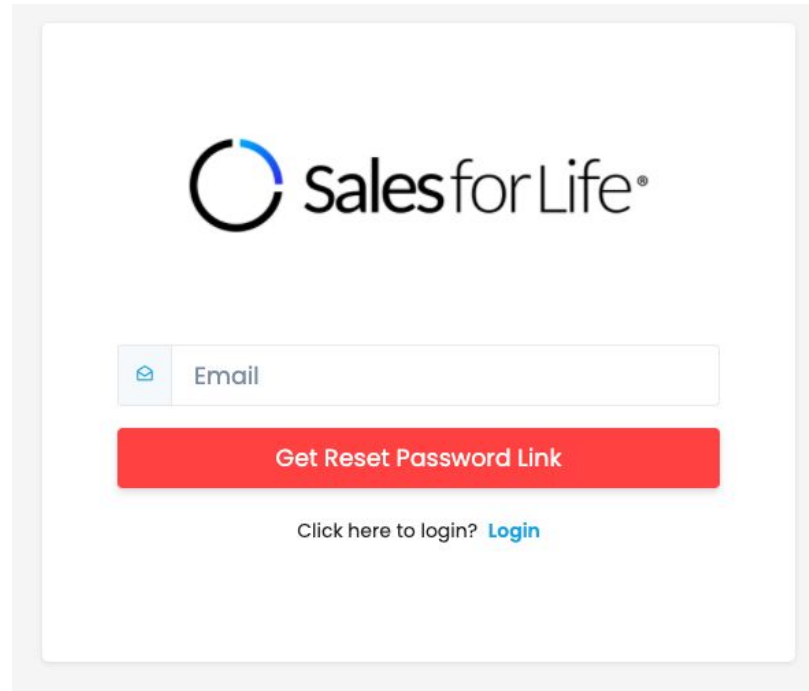
1. Please check your spam or promotions folder.
2. Email Title should be “Account Verification for The ScalePipeline App”.





# Basic **Troubleshooting** Guidelines

## **I cannot remember / retrieve my password**

1. Go to login page, then click “Forgot Your Password?” button.
2. Once redirected to another page, enter your email address, then click “Get Reset Password Link” button.
3. Wait for a credential to be sent to your email address.

A screenshot of the SalesforLife password reset interface. At the top is the SalesforLife logo, consisting of a blue circle icon and the text "SalesforLife®". Below the logo is a text input field with a light blue envelope icon and the placeholder text "Email". Underneath the input field is a prominent red button with the white text "Get Reset Password Link". At the bottom of the form area, there is a link that says "Click here to login? [Login](#)". The entire form is enclosed in a light gray border.

 SalesforLife®

 Email

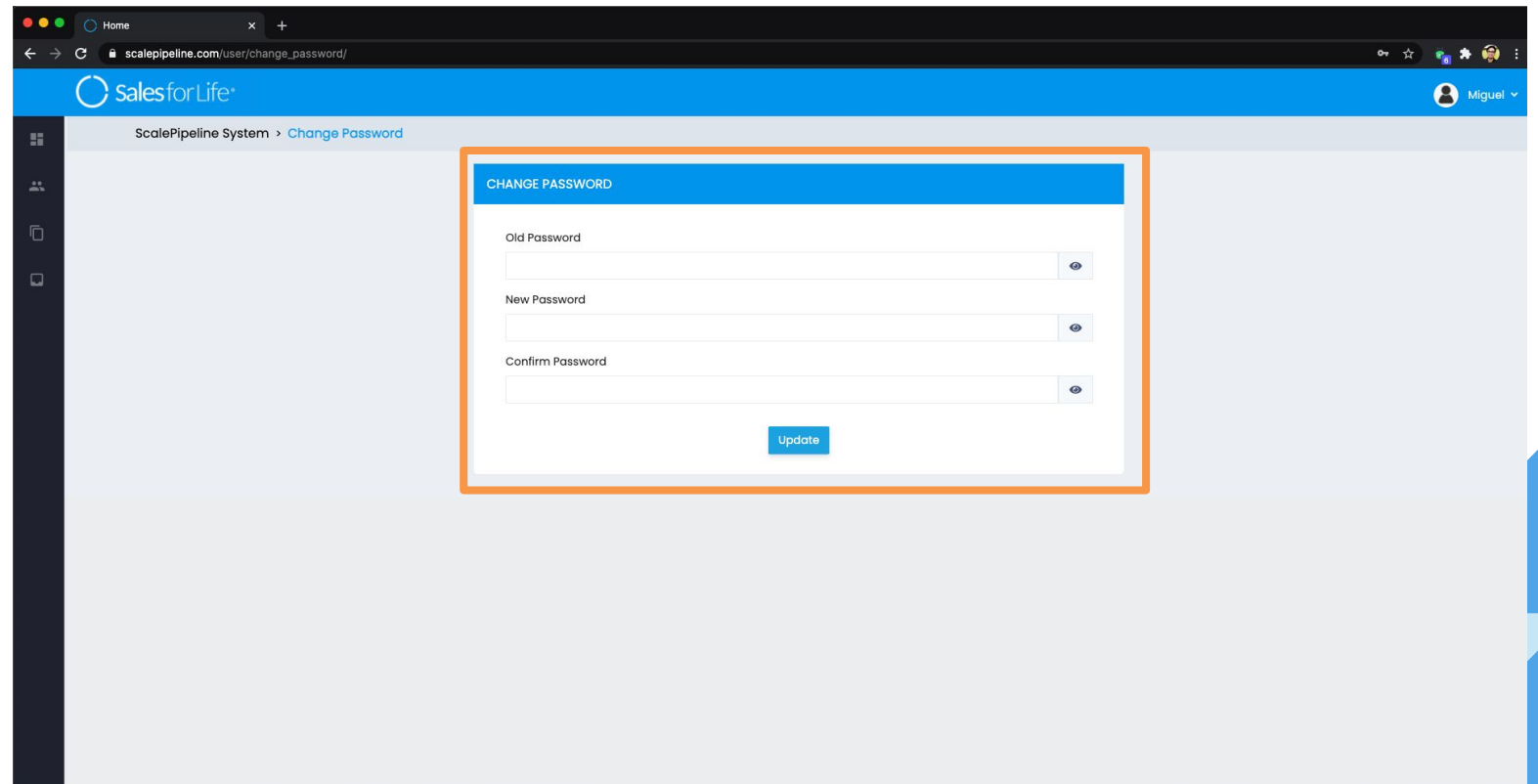
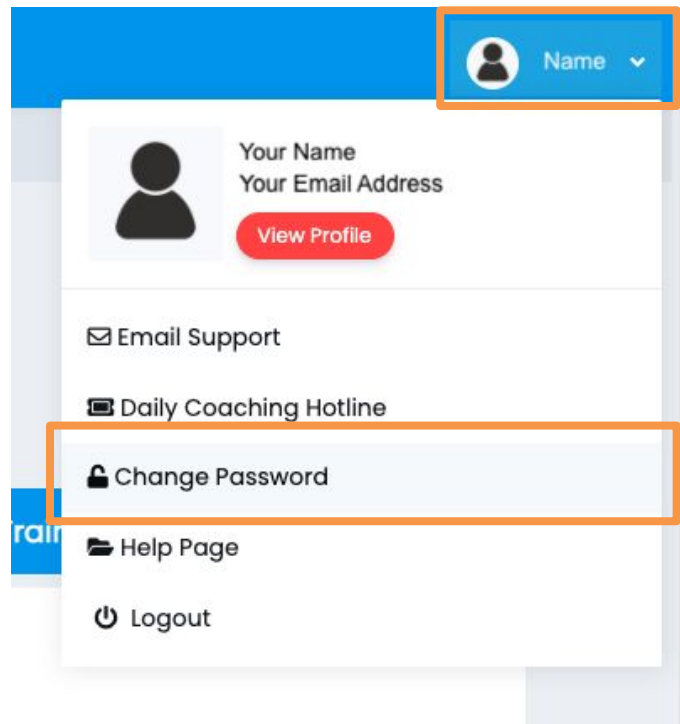
**Get Reset Password Link**

Click here to login? [Login](#)

# Basic **Troubleshooting** Guidelines

## I would like to change my password

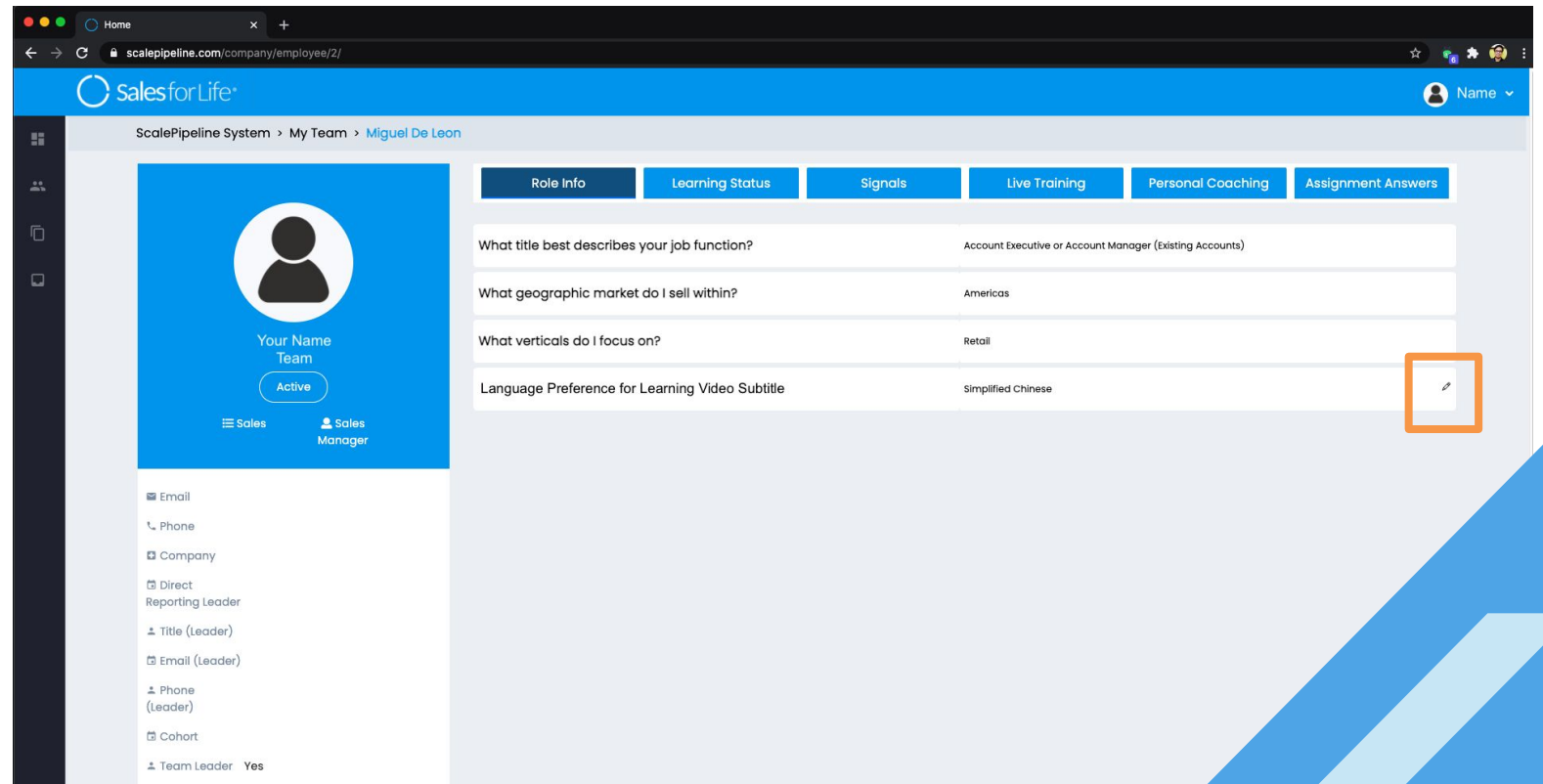
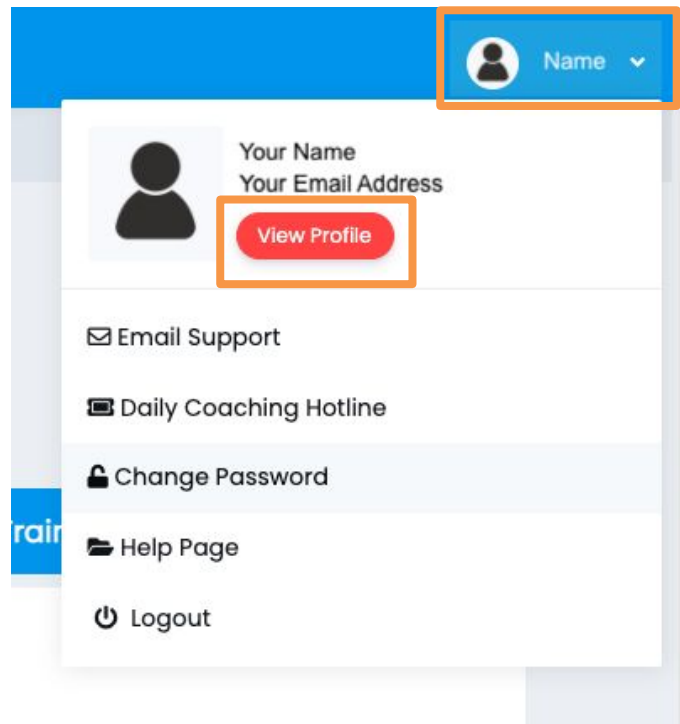
1. Upon login, look for the User Settings dropdown at the top rightmost part of the page.
2. Click “Change Password” tab.
3. Once redirected to another page, enter your old password and new password twice.
4. A One-Time-PIN will be sent to your registered email address for user authentication.



# Basic **Troubleshooting** Guidelines

## I would like to change my language preference for learning video subtitles

1. Upon login, look for the User Settings dropdown at the top-right most part of the page.
2. Click “View Profile” button.
3. Once redirected to another page, look for and click the pencil icon beside the selected language.
4. Supported subtitle languages are English, Russian, French, German, Italian, Spanish, Brazilian Portuguese, Korean, Japanese, and Simplified Chinese





# Need Help or Guidance?

Book time with our team at [www.salesforlife.com/coaching](http://www.salesforlife.com/coaching)  
or email us at [support@salesforlife.com](mailto:support@salesforlife.com).

