



■ BROADENING SALES & MARKETING REACH

Evaluate Your Current Sales Process & Identify Areas of Growth

This assessment will identify the key elements of your sales process and analyze your sales strategy and process. We meet with your sales team, sales management team and your executive team to fully understand your business, market, customer and sales environment. Through this process we will work with your team and identify results needed to meet the corporate vision and growth levels. Together we build a strategy and execution plan that is aligned with the results needed to increase shareholder value.

Sales Team Training & Coaching

A comprehensive two-day training seminar based on accountability and getting results. Training includes prospecting, identifying the decision maker or makers and instructions on how to sell through your customer, not “into” your customer. We will coach your team on how to build individual sales plans and how to be self-motivated and accountable.

In-depth Marketing Analysis & Identification of Growth Opportunities

We will study your current market penetration and identify opportunities for growth. Through studying your current market, we will identify other markets of opportunity that will result in growth and stability of your company. Once we pin point additional areas of opportunity, we will identify the results we want to achieve and build an action plan.