



## 2009 Services

### 2009 Sales Strategy

1. Utilize Marketing Data and Analysis to **Identify High Growth Markets** in 2009's "Correction Economy"
2. **Using Web 2.0 Tactics** (LinkedIn) for Maximum Impact in the Business Development Process: Tapping into a Network of over 20 Million Business People
3. Business Development Outreach: **Reassessment and Realignment of Your Messaging** and Your Approach to Resonate with 2009's Buyer Needs
4. Development of **Marketing Touchpoints**: Staying Top of Mind with Prospects Until They are Ready to Buy
5. Avoid Missed Revenue Opportunities During **Longer Sales Cycles in 2009**: This is the Year to Add a CRM (Customer Relationship Management) Solution
6. Before Developing New Client Relationships: **How to Leverage Current Customer Relationships** as Pathway to Growth

### 2009 Sales Driven Marketing

1. Confidential Client Surveys: **Are You Positioned Correctly** in the New Marketplace?
2. **Going Beyond the Brochure**: Assessment and Creation of the New Marketing Material Formats Required to Drive Sales Opportunities
3. **What Prospects are Looking for on Your Website**: Recommendations on Web Content Required to Attract More Clients

### 2009 Sales Team Development

1. How to **Utilize the New Social Media** and Marketing Technology for Higher Effectiveness
2. Weekly Strategic Business Development Coaching to Remove Any **Blocks That Impede Revenue Production**