Source: xxx

The workflow of how we make client impact

Brush up

Sales Workflow Version 1.0 Reflections Step 2: Step 1: Get Step 4: Realize Is there something we can do to ma Step 3: Take Analyse the the contacts the potential action There seems to be some challenges potential The challenges are too many to add In order to setup a deaefore we Once a plan is Once we ready we take contact the secure a test / we need to get the potential client action preview deal – details of a potential we need to we need to client Using existing analyse the deliver contacts is potential valuable Make sure we invest in the We must Make sure to consider all sufficient stress why we our potential preparation can do a products and before difference how they can conducting the This is the fundamental view of how we do business and make a difference for our clients Make sure we possible way perform!!

Sales Workflow Version 1.0

Step 1: Get the contacts

In order to setup a dead we need to get the details of a potential client

Step 2: Analyse the potential

Before we contact the potential client we need to analyse the potential

We must consider all our potential products and how they can help the client in the best possible way

Step 3: Take action

Once a plan is ready we take action

Using existing contacts is valuable

Make sure to stress why we can do a difference

Step 4: Realize the potential

Once we secure a test / preview deal – we need to deliver

Make sure we invest in the sufficient preparation before conducting the test

Make sure we perform!!

Reflections

Is there something we can do to make this work more consistent

There seems to be some challenges getting the right contracts

The challenges are too many to address at once

This is the fundamental view of how we do business and make a difference for our clients