

BUILDING-ENTERPRISES/BUSINESSENHANCEMENT

AddOnSales&BusinessAdvancementPackages

BUSINESSASSESSMENT

SalesForceExamination

To assess your Sales ability we will send in our assessment team to set up benchmarks for your organization and then do individual Sales Staff Profiles on your sales people and management staff involved with sales. After this task is accomplished we will provide feedback on the reviews and develop an action plan for improvement and establish a tracking to monitor improvements.

BusinessProcessExamination

Our Business Strategy team will come in and review with you and your Key Executives your personal visions and your existing Business Plan. From this examination we will provide feedback on your mission and develop an action plan to help you reach your goals and vision for your organization.

BUSINESSDEVELOPMENTAND STRATEGICPLANNING

SalesProcessPlanning

Building-Enterprises will conduct a Setup Meeting where we will establish a sales and marketing plan for you. Through this program we will determine your target markets and ideal customer profile to target. We will determine a strategic selling program of the key influences that could use your products and/or services. Additionally we will develop a sales cycle formula and determine the scripting for each step of the sales process. We then will determine what key individuals will handle the various scenarios that may arise. Finally we will set up a reporting system which will not allow any potential opportunities to slip through. After the setup meeting we will hold a kickoff meeting, including all key members of the sales and marketing team, to discuss everyone's role in detail.

BusinessProcessPlanningAndDiagnosis

From our initial examination we might determine that a thorough business -planning program is necessary. Our Business Strategist will work with you to assess your personal plan and then walk you through a business plan and forecasting program. This package will leave you with a road map to follow to success.

BUSINESSDEVELOPMENTPROGRAMS

RelationshipSalesDevelopmentPackages

These packages are the backbone to growing your business. We have three different levels of qualification packages. Our first package is used to determine the key individuals at prospective customers that can make a buying decision and have interest in your services. Our second package will take potential prospects through an education program on your products and services and have an interesting going in to further details with your technical staff. Our third package will take the prospect all the way to the closing table to allow your staff to propose and close for business.

SalesManagement

This package is a combination of four sales coordination meetings and our Coaching & Mentoring package. We will provide performance measurement systems and scorecard systems. In this package we will act as your sales manager and develop and implement the information you need to make executive decisions on your sales programs.

Profit Mentoring

Our Business Strategy team will provide 2 hours a week coaching to CEO's and Presidents to review overall business strategies to help your business planning and budgeting process. Our staff will get in and help you throughout your operations from budgeting and financial to operations support to marketing strategies.

Sales Coordination Meetings

Building Enterprises sales management staff will conduct a weekly half day sales meeting at your office. In this meeting we will act as facilitators to review where we are and where we are headed on the various opportunities that we are tracking

Sales Recruiting

We will provide a retained search. Our staff will place ads and do preliminary screening and profiling of prospective candidates to narrow down our job candidates to make a hiring decision.

ONGOING SUPPORT

Full Selling Team

This package is a combination of four packages three; relationship development package and Building-Enterprises hiring a full time sales person dedicated to you

One on One Coaching & Mentoring

After the profiles are determined on the sales staff we may then determine areas of improvement for these individuals. Here we will provide individualized customized coaching to make improvements. Our coach will spend two hours a week with said individuals. Additionally we will provide feedback on continual improvements being achieved. This program is a month to month service where at the end of each month we will determine the need for continuation.

Sales Training

Based on our sales force examination we can determine various levels of sales training that may be required for various staff members. There are four packages. They include: Establishing a Relationship; Educating prospects to products and services; Maintaining and Closing new business; and Existing customer service enhancement methodologies. These programs will be customized to the sales strategies that have been developed. The basic training will cover all aspects of sales from the initial cold call techniques where we begin to establish relationship and ending with our advanced program where we are educating sales people to various closing techniques. Our Intermediate program explores methods of educating prospect to our products and services and goes forward through our advanced program. The Advanced program centers on closing skills and methodologies for maintaining relationships

Sales Order & Help Desk

Building Enterprises can handle inbound calls to either help close orders on your behalf or provide customer support on a general FAQ basis. As a help desk we will become the front line to our technical staff. We are experienced at taking the calls from your advertisements, trade shows and Internet responses. We will determine your clients needs and then turn over the ones prequalified to your staff that need to go into further detail then the generic questions that may arise.

Surveys

Building-Enterprises team will develop your program and gather the key information for you to evaluate. We have provided customer satisfaction surveys, vendor surveys, employee surveys and others. At the conclusion of the survey we will place the gathered information into a modeling program and present the material to you in a way that you can easily evaluate the results. Minimum requirements are 100 surveys.