

# Executive Business Advisers

## *Business Improvement Specialists*

### Are you 100% satisfied with your business performance ?

At Executive Business Advisers, our specialty is business improvement and growth – providing business assessments, strategic planning, business and executive coaching, sales, marketing and training services.

#### We help CEO's and Management Teams . . .

- Improve sales revenue and profit growth
- Increase qualified leads and new customer growth
- Improve customer retention and lifetime value
- Improve business financial health and market value
- Reduce operating costs without sacrificing service
- Improve personal and team performance



As business improvement specialists we provide the guidance you need to take your business to the next level. We help struggling companies become successful and turn good companies into world-class growth businesses.

### Improve your business performance in 30 days !

Executive Business Advisers uses a unique advisement model to help drive business improvement and growth. We are CEO Coaches, Business Consultants and a Training Firm all in one. We advise CEOs on action steps to take to grow revenues, a business consultant with management staff on best practices, and we train operations, sales and marketing on the tactics and strategies that work best.

Our firm works with a diverse mix of product and professional service companies. Our clients include small start-ups, medium sized businesses and large Fortune 500 companies like IBM, Microsoft, Accenture and AT&T.

Our services are private and confidential ! We also guarantee results !

#### Let me help you take your business to the next level in 2010 !



Best Regards,

**Dennis Sommer**  
CEO and Business Improvement Adviser

**P.S.** Contact me today for a free consultation ! Call **330-676-1876** or email [dennis@ebaac.com](mailto:dennis@ebaac.com)

# Executive Business Advisers

## *Business Improvement Specialists*

### Our Industry and Service Specialties

Industry Specialties
-- Accounting
-- Banking
-- Construction
-- Consulting Services
-- e-Commerce
-- Education
-- Engineering
-- Financial Services
-- Healthcare
-- Insurance
-- Legal Services
-- Logistics and Transportation
-- Manufacturing
-- Medical Supplies
-- Non Profits
-- Real Estate
-- Retail – B2B
-- Retail – B2C
-- Technology – Hardware
-- Technology – Services
-- Technology – Software
-- Telecommunications
-- Warehouse and Distribution
-- Wholesale

Service Specialties
-- Business Assessments
-- Business Coaching
-- Business Improvement Consulting Services
-- Business Improvement Training Seminars
-- Business Planning
-- Business Startup Development
-- Business Strategy Development
-- Business Valuation Analysis
-- Executive Coaching
-- Financial Health Improvement Services
-- Financial Management Services
-- Lead Generation Development
-- Leadership Development
-- Marketing Planning
-- Marketing Strategy Development
-- Marketing Training Seminars
-- New Product/Service Development
-- Partner and Reseller Development
-- Project Management
-- Sales Management
-- Sales Strategy Development
-- Sales Training Seminars
-- Strategic Planning
-- Tradeshow Strategy Development

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## *Business Improvement Specialists*

### Services Overview

Are you 100% satisfied with your business performance ? We provide the most advanced business improvement services available today for small, medium and large Fortune 100 companies. Our mission is to help you take your business to the next level and build a world class organization.

We custom-fit our business improvement programs based on your industry, size, unique business needs and budget. And, our services are private and confidential !

#### **Business Growth Assessment Services**

Our business growth assessment consulting services help you drive quick and sustainable business growth and increased profits. We deliver comprehensive business reviews, detailed assessments, recommendations, action plans, training and coaching on what you need to do differently to exceed your business growth goals and take your business to the next level.

#### **Business Strategy & Strategic Planning Services**

Our business strategy and strategic planning consulting services help you dramatically improve your business performance and growth, while reducing operating costs. We deliver advanced business, sales and marketing strategic plans, training and coaching.

#### **Business Coach & Executive Coach Services**

Our business coach and executive coach consulting services deliver advanced business coaching, executive coaching and business advisory services to business owners, CEOs and senior management teams seeking to dramatically increase their business and personal performance. We help you take your leadership to the next level. We push you, pull you, congratulate you, kick you into action and hold you accountable for your commitments.

#### **Sales Improvement Services**

Our sales management and sales strategy improvement consulting services help you quickly improve your sales growth and performance, while reducing your cost of sales. We deliver advanced sales improvement programs, best practice reviews, strategy development, training and coaching.

#### **Marketing Improvement Services**

Our marketing strategy and marketing planning improvement consulting services help you quickly improve your marketing performance and return on investment, while reducing overall marketing costs. We deliver advanced marketing improvement programs, best practice reviews, strategy development, training and coaching.

#### **Financial Improvement and Management Services**

Our financial improvement and management consulting services help you quickly improve your business financial health and value. We deliver unique financial assessments, evaluations, analysis, plain language recommendations, training and coaching.

#### **Training Seminars**

If you're planning a conference, seminar, meeting, retreat, or training class this year, exceed your audience expectations by providing a speaker and topic that is educational, stimulating and motivational. Topic specialties include: Leadership, Business Growth, Strategic Planning, Sales, Marketing and Staff Professional Development.

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## *Business Improvement Specialists*

### **Client Success Stories** (sample list)

#### **Technology Company**

Challenge: New business revenue growth.

Solution: Developed and implemented new service offering.

Results: \$140 million in new sales revenue year 1 and \$250 million in year 2.

#### **Professional Services Firm**

Challenge: Business growth in a tough market.

Solution: Executive coaching, new sales and marketing strategy.

Results: 800% growth in 2 years.

#### **Professional Services Firm**

Challenge: Closing customers on bigger contracts.

Solution: New sales and marketing approach.

Results: Closed their first \$600,000 deal within 30 days.

#### **Consulting Firm**

Challenge: Closing sales with Global 1000 customers.

Solution: Business and sales management coaching.

Results: Closed their first Global 1000 deal within 60 days.

#### **Software Company**

Challenge: Underperforming sales teams.

Solution: New sales strategy and sales team training.

Results: Sales quota exceeded by 128%.

#### **Professional Services Firm**

Challenge: Increasing year over year revenue growth.

Solution: Business improvement fast track program implemented.

Results: 45% increase in revenue growth year 1.

#### **Retail Company**

Challenge: Improving customer satisfaction.

Solution: New sales and customer service processes.

Results: 35% improvement in customer satisfaction in 6 months.

#### **Technology Company**

Challenge: Poor sales and marketing performance.

Solution: New strategic plan developed and implemented.

Results: 31% revenue increase, 14% marketing expense reduction, 17% increase in qualified leads.

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### Client Testimonials (sample list)

#### **Professional Services Firm**

*"Thanks to your sales and marketing methods we have grown our company over 800% in 2 years."*

- J.D., CEO

#### **Professional Services Firm**

*"This was the first time someone clearly laid out the problem and the actions we needed to take for us to exceed our goals. Excellent work."*

- N. Taylor, CEO

#### **Software Company**

*"You are right on target with what I think we need to focus on to build a more effective management culture."*

- A. Mills, Sr. VP

#### **Manufacturing Company**

*"I want to thank you for the valuable insight. I plan to start taking action tomorrow."*

- L. Frolick, Executive VP

#### **Consulting Firm**

*"Just what the doctor ordered. I now have the key items to improve my team."*

- J. Richards, President

#### **Software Company**

*"I wanted to thank you for the great job you did on our new service offerings. Your solution was easy to implement and dramatically improved our revenue recognition."*

- B. Rodgers, VP

#### **Professional Services Firm**

*"Your financial health check-up put us back on track for huge growth."*

- M. Johnson, CEO

#### **Financial Services Firm**

*"Clearly, Dennis has a mastery of the subject area and will help my company become more successful."*

- N. Brooks, VP

#### **Consulting Firm**

*"This step by step plan is just what I needed to be successful."*

- J. Keating, CEO

#### **Technology Company**

*"Thanks to your products and services we have reduced our cost overruns by 53% this year."*

- R. Morek, President

#### **Professional Services Firm**

*"Each team member in my organization has increased their productivity and gained 6 hours per week."*

- C. Bowman, Executive VP

#### **Retail Company**

*"Our customer service satisfaction surveys have improved 35% in 6 months after implementing your recommendations."*

- J. Court, Sr. VP

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Events: [www.ebaac.com/Events.html](http://www.ebaac.com/Events.html)  
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**Dennis Sommer** – CEO, Executive Business Advisers  
Business Improvement Specialist, Author, Speaker and Coach

Dennis Sommer is a highly sought after CEO and business improvement adviser providing the guidance you need to take your business to the next level. His specialty is business improvement and growth – providing business assessments, strategic planning, business and executive coaching, sales, marketing and training services.

Dennis has been advising business leaders for 25 years. He helps struggling companies become successful and turns good companies into world-class growth businesses. His successful business improvement programs have been featured in Entrepreneur magazine, New York Times, Fox News and many more.

Dennis uses a unique advisement model to help drive business improvement and growth. He is a CEO Coach, Business Consultant and Trainer all in one. He advises CEOs on action steps to take to grow revenues, a business consultant with management staff on best practices, and he trains operations, sales and marketing on the tactics and strategies that work best.

Dennis works with a diverse mix of product and professional service companies. His clients include small start-ups, medium sized businesses and large Fortune 500 companies like IBM, Microsoft, Accenture and AT&T.

Dennis is also a highly sought after keynote, seminar speaker and author. His latest bestselling book is “*Adviser Secrets – How to Become a Top Performer*”.

Since 1985 Dennis has started three successful growth focused companies. A high-tech product company, a technology consulting firm and Executive Business Advisers. Dennis is also founder of the CEO Success Network, an exclusive executive networking group.

Dennis inspires, motivates and educates audiences with his keynotes, seminars and customized training workshops. His sessions are focused on hot topics around business growth, strategy, sales, marketing, leadership and management professional development.

Dennis is an international author, publishing over 80 articles on sales, leadership, project management and IT management topics. He is the publisher of “The Executive Adviser” a specialty newsletter published for senior executives. Dennis also writes an executive blog called “CEO Business Improvement Tips”.

Dennis is the author of *Adviser Secrets - How to Become a Top Performer* and contributing author for *49 Marketing Secrets (that work) To Grow Sales* and *How Your Business Can Survive and Prosper in a Recession*. His fourth book, *Adviser Secrets – Business Start-Up and Growth Essentials* is scheduled to be released in 2010.

Prior to launching Executive Business Advisers, Dennis spent over twenty years working in sales, management consulting, new business development and leadership positions. Dennis held leadership level positions with Accenture – a \$22 billion global management consulting and technology services firm, Computer Associates Inc. – a \$4 billion enterprise software company and Jo-Ann Stores - a \$1billion fabric and craft retailer.