

# Executive Business Advisers

*Business Improvement Specialists*



*Taking your business to the next level !*

*25 Years – Advising Business Leaders*

# 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 !

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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 !



# Our Specialties

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## 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

# About Dennis Sommer



- CEO, Executive Business Advisers
- 25 years advising business leaders
- Business improvement and growth specialist
- Business adviser to over 400 clients
- Has started three successful Hi-Tech and Service companies
- Featured in Entrepreneur Magazine, New York Times, etc.
- Speaker - Keynotes, conferences, and training seminars
- Author - 3 books and 80+ business articles published
- Latest book - *Adviser Secrets: How to Become a Top Performer*



**New Book !**

# Client Success Examples

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## **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:** Obtaining larger customer 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.

# Testimonial Examples

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**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

**Technology Company** - *"I now have a strategy that can be started tomorrow with very little investment required."* - K. Jones, Executive VP

**Manufacturing Company** - *"I want to thank you for the valuable insight. I plan to start taking action tomorrow."* - L. Frolick, Executive VP

**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

# Helping clients like . . .

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# Let's take the next step together

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**What are your top priorities ?**

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**How can we help ?**

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# Thank You

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**Always be a hunter !**

*Contact Information:*

**Dennis Sommer**

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