

# Executive Business Advisers

*Business Improvement Specialists*



*Taking your business to the next level !*

*25 Years – Advising Business Leaders*

# Are you happy with your business performance ?



## Challenges you may be facing . . .

- Flat or declining sales revenue
- Reduced profits
- Lower market share
- Longer sales cycles
- Smaller contracts
- Higher sales & marketing costs
- Fewer qualified leads
- Poor marketing ROI

## We help companies like yours . . .

- 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

# Who is Dennis Sommer ?

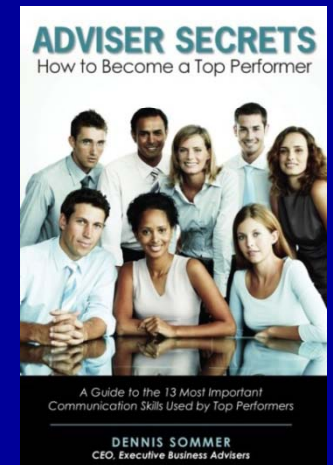


- CEO, Executive Business Advisers
- 25 years advising business leaders
- Business adviser to over 400 clients
- Speaker - Keynotes, conferences, and training seminars
- Author - 3 books and 80+ business articles published
- Latest book - *Adviser Secrets: How to Become a Top Performer*

Dennis is a business improvement specialist providing the guidance you need to take your business to the next level.

He helps struggling companies become successful and turns good companies into world-class growth businesses.

Dennis works with a diverse mix of product and professional service companies. His clients include small start-ups, medium sized businesses and Fortune 100 companies.



**New Book !**

# About Our Services

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## All Services - Private and Confidential

We evaluate your business from the customers point of view and provide unbiased assessments, improvement recommendations, action plans, training and coaching focused on improving the company's business strategy, sales, marketing, financial health and people.

### How can we help you ?

- Business Assessments
- Strategic Planning
- Business Coaching
- Sales Management
- Marketing
- Financial Management
- Training Seminars



# Client Success Examples

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## **Technology Company**

Driving business growth. After going through our program, we helped a technology company develop a new service offering generating \$140 million the first year.

## **Professional Services Firm**

Increasing revenues without adding to payroll. A regional professional services firm closed their first \$600,000 deal within 30 days of implementing our recommendations.

## **Consulting Firm**

Reducing customer marketing acquisition costs. Using our methods, a consulting company penetrated a Global 1000 company within 60 days of using our recommendations, something they had failed to do for five straight years.

## **Software Company**

Improving effectiveness of underperforming salespeople without increasing cost of sales. An underperforming product salesman exceeded his quota by 128% after our coaching sessions.

## **Professional Services Firm**

Increase year over year revenue growth. We helped a successful national services company increase corporate revenue year over year by an additional 45%.

# Testimonial Sample List

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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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accenture



IBM

HUGHES

tyco

PROGRESSIVE

INFORMATICA  
The Data Integration Company

Microsoft

KENT STATE  
UNIVERSITY

Sun  
microsystems

ca

JO-ANN  
fabric and craft stores

AG

CCS  
custom computer solutions, LLC

spherion

PROGRESS  
SOFTWARE

# 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**

CEO, Executive Business Advisers

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