

# Executive Business Advisers

## *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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## Business Improvement Specialists

### 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