



Sales Growth Advisor NEXT Member Packages

1) Free 30-minute initial consultation (virtual)

- Tell us what you are trying to accomplish (what, when, how, etc.).
- Help us understand how to prioritize the help you may need.
- Let's discuss some initial ideas on the two or three most impactful ways to get started.

2) Sales Growth Readiness Package (\$2500)

- One-hour initial meeting (live or virtual) with Sales Growth Advisors to discuss go-to-market strategy, target markets and buyer persona, unique value proposition, near-term revenue expectations, expected obstacles and strategies to overcome, and preliminary manpower requirements.
- Three personalized coaching sessions (discussion and recommendations) covering:
 - Sourcing and hiring sales / business development reps
 - Effective sales incentive strategies
 - Selecting & implementing a Customer Relationship Management (CRM) system



3) Sales Growth Design & Implementation Package (\$5000)

- Five customized design and implementation workshops led by Sales Growth Advisors covering:
 - Preparing for growth – building and implementing a sales plan
 - Developing a reliable interview process, writing job descriptions, evaluating candidates
 - Building and implementing effective sales incentive plans, sales targets, and quotas
 - Developing an effective sales process
 - Repeatable ‘best practice’ sales management framework

About Sales Growth Advisors

- Chris Tully is founder and President of Sales Growth Advisors, a sales consulting firm focused on growing its customers’ top line revenue utilizing strategies proven across 30 years of corporate sales leadership roles. Sales Growth Advisors provides its clients with a comprehensive sales strategy, an integrated sales process, and an effective sales execution plan.
- Sales Growth Advisors is a member of Sales Xceleration, the largest network of outsourced sales leaders in North America.
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