

Many professional services firms rely on strong word-of-mouth for a steady stream of work. There's not much science in that. And it's not enough anymore.

What you need is The Science of Selling™

You deliver professional services.

But do you know how to sell them?



- How do you penetrate a new client organisation?
- How do you maximise revenue from an account in a sustainable way?
- What's the science behind getting proposals written and accepted?

- How do you decide which opportunities to pursue and which to ignore?
- How do you structure conversations with clients so you learn what you need to know and aren't guessing when writing proposals?



Assessment of your sales ecosystem

What's actually going on when your consultants interact with the client? What works? What doesn't? What are the five things every consultant needs to be aware of so they're aligned with your sales effort?

www.redvooma.com



Sales effectiveness workshops

We teach a process called **CREATE™**, which is based on our philosophy *Creating Solutions with Clients™*. It's a complete sales system and sales process. From soup to nuts. It will help you benefit from 'The Science of Selling.'



Sales coaching & pursuit-specific work

We can help you with Opportunity Planning. And turn names in a pipeline document into clients you can work with. And we do it by walking the road with you.

Call Brent Burgoyne on 082.902.7368 to explore how we can help you.