

# SUCCESS BUSINESS CONSULTANTS

Increase Your Sales and Profits Through:

## Successful Marketing

- Draw more of the “correct” customers
- Generate customers who will make frequent purchases
- Build a stronger relationship with existing customers through relationship marketing
- Generate a constant stream of referrals
- Develop a cutting edge Web site that will get results
- Enhance Search Engine Optimization
- Network with other professionals

## Public Relations

- Inspire clients to purchase your product
- Enhance your public image through news releases and advertising
- Generate a new desire for your company and product mix
- Divest your target market to plan for your future

## Profitable Advertising

- Reduce the amount of money wasted on advertising that doesn't sell
- Advertise effectively, attract new customers, and win more sales
- Improve your ROE
- Measure your results

## Customer Focused Promotion

- Dramatically improve the selling skills of your entire team
- Make selling easy and enjoyable
- Convert more enquiries into sales—without discounting
- Defuse price shoppers and confidently handle discounters achieving your full value
- Enjoin all phone enquiries and win more phone sales
- Train for creative selling—increased prices for products or services
- Succeed in closing more quotes at higher prices
- Develop an effective sales process and system
- Improve conversion rate and average sale value
- Increase turnover

## Profit Improvement

- Determine your “Profit Keys”
- Set monthly and yearly “Profit Key” goals
- Add “perceived” value, developing a competitive advantage
- Collect payment for outstanding accounts and reduce accounts receivables
- Boost turnover and increase profits

For a free consultation to increase profits

Call 761-7150 today!

[www.successbusiness-consultants.com](http://www.successbusiness-consultants.com)



WDR partners from top left Timothy S. Smith, CPA ; Donna J. Farrar, CPA; Colin D. Combs, CPA, CFE; from bottom left Paul L. Down, CPA ; Phillip K. Whittemore, CPA; Robert A. Ricciardelli, CPA, JD

