

Business/Professional Model

Referral sources: Writing columns, Newsletters, Advertising, Internet or other computer medium, Point-of-purchase displays, Networking, Past clients, Bulletin boards, Signs, 5 Systems To Implement, Yellow pages, Newspaper, Association publication, Seminars, Step #1, Magazine, In-person, Step #1, Step #2, Step #3, Step #4, Step #5, Step #6, Step #7, Step #8, Step #9, Step #10, Step #11, Step #12, Step #13, Step #14, Step #15, Step #16, Step #17, Step #18, Step #19, Step #20, Step #21, Step #22, Step #23, Step #24, Step #25, Step #26, Step #27, Step #28, Step #29, Step #30, Step #31, Step #32, Step #33, Step #34, Step #35, Step #36, Step #37, Step #38, Step #39, Step #40, Step #41, Step #42, Step #43, Step #44, Step #45, Step #46, Step #47, Step #48, Step #49, Step #50, Step #51, Step #52, Step #53, Step #54, Step #55, Step #56, Step #57, Step #58, Step #59, Step #60, Step #61, Step #62, Step #63, Step #64, Step #65, Step #66, Step #67, Step #68, Step #69, Step #70, Step #71, Step #72, Step #73, Step #74, Step #75, Step #76, Step #77, Step #78, Step #79, Step #80, Step #81, Step #82, Step #83, Step #84, Step #85, Step #86, Step #87, Step #88, Step #89, Step #90, Step #91, Step #92, Step #93, Step #94, Step #95, Step #96, Step #97, Step #98, Step #99, Step #100.

Expansion Strategies: _____% Penetration Strategies: _____%

www.synergysolutions.net

We do business very differently than others in our industry in that we work with our strategic business partners to assist them to implement powerful turnkey business development systems that increase their income, decrease the number of hours they work, and grow their businesses even when they're not working.

I don't know if our systems will help you as much as they have helped others, but with a 15-minute phone call, I can get a better idea if some of the systems I've developed can help you develop your business.

Synergy Solutions, Inc.



Mark Boersma
SYNERGY
(630) 393-9909

salesys3.drw

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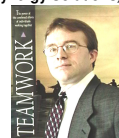
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Sales Cycle (Method to earn \$50,000 per hour!)



Examples of steps in sales process

Description of action	Value
A. Gathering leads	\$10/hr
B. First 6-8 communications	\$27/hr
C. Gathering 7 key questions	\$18/hr
D. Mini X-Ray or full X-Ray	\$25/hr
E. Bringing solutions to challenges	\$35/hr
F. Integration of business plans	\$75/hr
G. Final prep for sale or partnership	\$90/hr
H. Closing sale/solidifying relationship	\$50,000/hr

Call TODAY and request your FREE personalized time analysis!

How Much Is YOUR Time Worth?

Most sales professionals' time is worth much more than they think. The key to maximizing your income and keeping your hours to a minimum is to maintain focus on the highest dollar-productive activities and get other people or systems to do the lower dollar-productive work. If you would like assistance in this area, please give me a call today for additional suggestions.

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