

### How do we help you?

- we take time to understand your products, their features and benefits, and your markets
- we generate a target customer database
- we contact all the prospects on your behalf
- we deliver to you qualified customers and orders
- we bow out or move on to find you more customers

### Who is it for?

- start-up businesses wanting to jump start sales
- businesses where sales have fallen or stagnated
- successful businesses looking for growth through a step change in sales

### What are the benefits?

- we get you an increase in turnover in a short period
- you can very quickly switch us on
- just as importantly you can quickly switch us off – you control the pace and timing
- you have no ongoing overheads and no "hiring and firing" costs

### What does it cost?

- less than you might think!
- payment mainly on success
- talk to us to find out more

### Who are we?

- four successful sales executives with hands-on experience of achieving profitable sales growth in a variety of businesses

### Contact us:

- **telephone:** 0845 3306455
- **e-mail:** [sales@independentsalesforce.co.uk](mailto:sales@independentsalesforce.co.uk)
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# Business Owners and Managing Directors

**Do you want more sales?**

**Can you afford to grow?**

**Can you afford not to grow?**

**Do you have a sales team?**

**Is it effective?**

**Have sales stagnated?**

**We can help you  
We get the new customers  
We get the orders**

 **independent SalesForce**

# The SalesForce Process

## The Review

Two of our executives will spend up to two days at your premises.

During that time we will develop a thorough understanding of your business, your products and services, and your markets. We will agree sales objectives with you and set the project duration, milestones and fee structure.

We will identify a database of customers and prepare a sales presentation to highlight your key selling points.

## Who are we?

We are a group of former sales executives and managing directors who still get excitement from closing a sale. We all have hands-on experience of developing a business through sales growth. We are located across the UK and can cover the whole country if required.

## Who is it for?

Many businesses can not afford the luxury of a permanent sales team, or perhaps the existing team is fully committed in maintaining existing customer accounts.

We can provide a quick boost to sales by finding new customers, yet without the long term overhead and risk of supporting an in-house team.

## Implementation

The rest of our team will be briefed. We will make appointments with your target customers, make visits and present your products and services on your behalf.

We will generate enquiries, help you to process them if required, follow up on them, and take orders for you.

## Fee structure

Our initial meeting with you is free and without commitment. There is a one-off charge, agreed in advance, for the Review phase. During the Review we agree the fee structure for the implementation phase. Typically this comprises a low retainer combined with commission on sales. The commission is payable for a limited period only.