

Can't satisfy ROI and hurdle rate objectives?
Contacts, relationships and trust not enough?

must hire

Consultative Selling

With finances tight companies today require identification of critical needs and overwhelming justification before they can engage a new product or service. But they lack the skill and perspective necessary to analyze their own business.

I have personally driven \$millions in client engagements by approaching each opportunity as if it were a consulting effort. Find out more by browsing to www.zwaagstra.net/brian.

Achieve your service delivery potential. Hire me today.

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