

**Value Forward[®]
Teleseminar Coaching
Workshops**

Long Distance Training for Team Performance Improvement



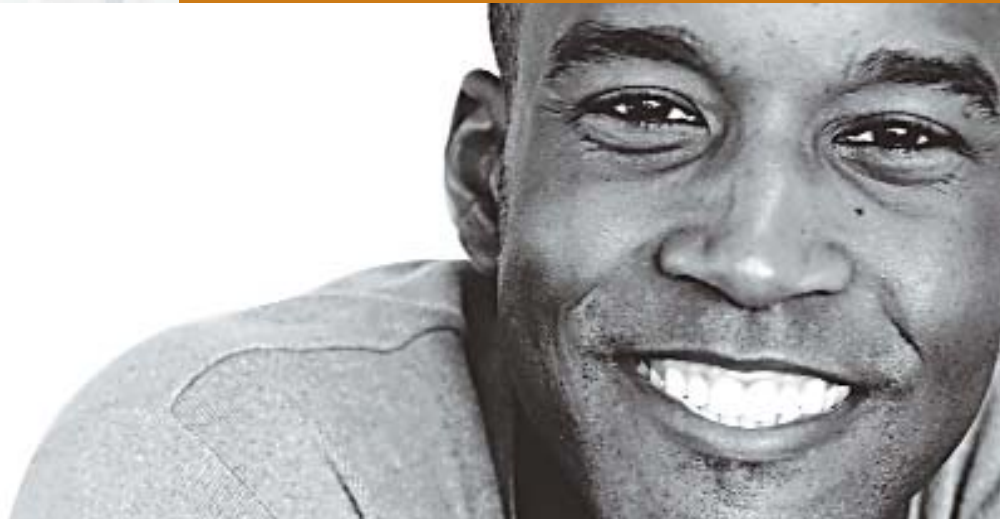


Today most product and service firms pull their value behind them and force their company into a commodity position with their competitors. When executives say, "We have great service," "we are customer centric," or "our offerings are the best," - they just sound like their competition. When you market and sell like your competitors - you become identical to your competitors... and you have to price your product or service equal to or less than your competitors.

**PUT YOUR BUSINESS VALUE
IN FRONT OF YOU.**

OUR TRAINING SOLUTION

The Value Forward program offers multiple teleseminar training programs on a broad range of subjects including best practices for marketing, strategy, management and sales.



We offer a variety of topics to meet every need and help you achieve your professional and personal goals.

ABOUT OUR TELESEMINARS

The Value Forward business coaching teleseminars (also known as group phone training seminars) are designed to help management staff and their team members learn detailed methods, techniques and business strategies to increase their business performance without leaving their office.

Each pre-scheduled training session is live and is implemented through a two-hour group telephone conference call with the attendees. Each attendee receives a detailed 20+ page workbook before each session which allows them to follow along and interact one on one with the business coach facilitator during the event.

By using the power of a group phone conference, an experienced value forward business coach and a detailed workbook, our teleseminar walks each attendee through the concepts, action steps and an interactive question and answer session with your team members to help them learn, understand, discuss, and use the subject material immediately. Each teleseminar supplies very detailed step-by-step instruction and business model suggestions.

Over 40,000 people have been trained on these proven Value Forward methodologies during the last 7 years.





OTHER SERVICES

- ✓ CEO Long Distance Coaching
- ✓ Corporate Success Retainer Programs
- ✓ Onsite Workshops
- ✓ Onsite Strategy Growth Sessions
- ✓ Strategic Planning

The Value Forward 360° Business Model Success Program is a comprehensive detailed program designed to help companies integrate financial management, marketing, strategy and sales into one outbound revenue capture program. Through our programs, we evaluate your business from your prospect's point of view, then from your management team's point of view, and then coach you and your staff on how to grow your company.

**Contact us now at
214.691.8846**

VALUE FORWARD TELESEMINAR TOPICS

The 2-hour Value Forward teleseminar subjects include, but are not limited to:

- ✓ How to be a Strategic Thinking CEO
- ✓ How to Cold Call, Create Value and Set Up Appointments
- ✓ How to Develop a Marketing Plan that Works
- ✓ Successful Sales and Marketing for Tradeshows
- ✓ How to Launch a New Product or Service Successfully
- ✓ How to Hire the Right Salesperson and Increase Their Return on Investment
- ✓ Salesperson Time Management: How to Manage Your Time More Effectively and Sell More in Less Time
- ✓ Sales Training for Non-Salespeople
- ✓ How to Handle Sales Objections, Improve Your Negotiating Skills, and Close More Deals
- ✓ How to Use Storytelling as an Advanced Sales Tool
- ✓ How to Give Successful Demos, Executive Briefings or Webinars to Management and Win More Deals
- ✓ Key Accounts Selling and How to Set Up a Pursuit Sales Team
- ✓ How to Manage Salespeople by Metrics, Calculate Sales Quotas Accurately and Create a Sales Plan
- ✓ How to Grow Your Company Using a Premeditated Method
- ✓ How to Generate Marketing Leads
- ✓ How to Sell to the Federal Government

**At the Value Forward Network,
we believe revenue capture is
a company responsibility.**



ABOUT ADVANTAGE BUSINESS SOLUTIONS

Advantage Business Solutions has been assisting forward-thinking executives with integrated management planning, strategic business consulting, and dynamic financial analysis for over thirty years.



We work with CEOs, principles, and executives to create and institute the best possible business strategies and practices in order to streamline their operations and integrate the complexities of their organization into one harmonious system. Our goal is to help improve revenue, reduce risks and unnecessary expenditures, and build more effective leadership teams.

We take a team approach to advising you on the best strategic and tactical action steps needed to hit your targeted objective. Our dedicated professionals are proud to provide top-tier quality executive coaching, hands-on business management guidance, analytical financial planning, and systems integration instruction. We have built a reputation of success and a network of conscientious, experienced, and knowledgeable consultants who offer 360° Business Success Assessments and craft customizable revenue capture tactics.



**Business Performance
Improvement Specialists**

