

Ron Finklestein
Business Growth
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What Others Say

“As business owners, many times we are too close to our everyday patterns of work to see what needs to be changed to excel. The Business Growth Experience makes you think, learn, grow and aspire in every step you take. Every business owner should take the time to invest in the Business Growth Experience! The return on investment in time, money and focus far exceeded our expectations. **Our business is up 55% in the last 12 months!**” MTO Clean

"Before the Business Growth Experience we were averaging 2.7 new clients per month. After working with the Business Growth Experience we are averaging 7 new clients a month. **In one month we paid for your service.**" Ron Conte, Akron Payroll & Tax

“16 new clients for the month (again, not typical for this time of the year). ZERO advertising money for the month. Woo hoo!!” Jo Ann D.

“I developed **12 new customers in less than 30 days** using what I learned.” Mike F

Join Me

Twitter: rfinklestein
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LinkedIn: Ron.Finklestein

Ask About YOUR 100% ROI Guarantee!

Business Growth Experience
Sales Rainmaker Program
Behaviors of a Successful Sales Rep.

What Customers Want from THEIR Sales Rep:

- Personally Accountable for Their Results
- Understand Their Business
- Be on Their Side
- Bring us Applications (Solutions)
- You must be Easily Accessible
- Solve our Problems
- Be Innovative in Responding to Their Needs

Behaviors of a Successful Sales Representative

Sales Skills	Poor (Time Spent %)	You (Time Spent %)	Good (Time Spent %)
Prospecting	10		45
Sales Presentation	23		10
Service to Others	15		20
Admin	30		5
Travel	20		10
Self-Improvement	2		10

Download The Six Questions PDF:
www.businessgrowthexperience.com

Business Owners/Decisions Makers
Do You Want a Free Business Assessment?

Remember the success of any sales transaction is dependent on you and your skills - 39%

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Helping Business Owners Grow Sales, Increase Revenues and Shorten the Sales Process!

WE HELP BUSINESS OWNERS:

- Deliver Convincing Sales Presentations
- Shorten Your Sales Cycle
- Close More Deals
- Create Effective Marketing Strategies
- Boost Revenues & Profits
- Radically Improve Your Ability to Influence Others to Action

Books (& White Papers)

- Nine Principles for Inspired Action: A New & Targeted Perspective
- The Platinum Rule for Small Business Mastery
- 90 Days to Massive Results
- Six Reasons Why Prospects do not Buy!
- Celebrating Success! 14 Ways to Create a Successful Company!
- 49 Marketing Secrets (THAT WORK) to Grow Sales
- The Definitive Sales Playbook: How to Grow Sales and Retain Customers
- Make a Difference: From Being Successful to Being Significant

Six Questions a Your Prospects Wants Answered Before They Buy

1. **What Do You Do (Outcomes)?** (I help business owners grow sales, increase revenues and profit and shorten the sales cycle!)

2. **Why Should I (Your Prospects) Care About These Outcomes?** (Puts you back in control of your revenue generation engine.)

3. **Why Are You The Right & Safe Choice for Your Prospects/Customers?** (We works with companies just like your and our clients have a track record of achieving success!) The Platinum Rule for Small Business Mastery

4. **What do you do Better than Anyone else in the World?** (Research based, Market Tested, Results Oriented.)

5. **Why is That Important to My Prospects?** (Do you want to work with someone who read the book or the person who wrote the book?)

6. **Why Buy From Me (Prove It)?** (International author of four business books. Dozens of testimonials from clients. Tested and proven process.)

Things to Do/Remember:

Sign up at our web site to get your free report:
Six Questions Your Prospects Want Answered Before They Buy:
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