

READY FOR A MODERN SALES PROCESS?

First, the list of ***what it's not***:

- Another branded hyper-specific sales methodology with some parts that work well for your business, stage, industry, ICP, etc., and some that don't
- An acronym with a nice ring to it that lacks depth in the how and why
- A complex, intimidating collection of general sales best practices that place emphasis on....everything

We've been trained and certified on just about everything - MEDDIC/MEDDPIC, Challenger, Sandler, NEAT, RAIN, SNAP, GAP.....so we know what makes any of these successful for any sales motion is retrofitting it to the actual company revenue strategy.

We'll help you skip the weeks of planning, training and implementation (and the fees to support all that). But more importantly, we'll expedite the most effective way to sales growth & pipeline predictability through a repeatable process designed for you.

OUR PROCESS TO CREATE *YOUR* PROCESS



Validate GTM strategy, ICP & value prop



Full funnel revenue analysis & trend mapping



Readback & process design session w/ Execs



Team preview, test, build & connect data



Train, integrate, reinforcement ongoing support

And we'll stick around until it's working - because we're obsessed with your success!



Hi, we're Brooke & Shar. We have decades of sales & marketing experience in everything from solo entrepreneurship to Fortune 500 operations - but we've chosen to specialize in startup & early stage company growth. Our style focuses on balancing best practices with modern ideas & early adoption of new trends. We partner with founders & entrepreneurs to quickly understand the business, market & growth goals, and then get to work on creating quick results.