

The SME Business Building Program

Your answer to the challenging times starts here!

Feeling overwhelmed, uncertain or just plain fed up with not getting the bottom line you **WANT** and **DESERVE** **YOUR** business?

Our proven process will help you:

- ✓ **INCREASE SALES** through our sales multiplier process
- ✓ **INCREASE PROFITS** through our profit improvement process
- ✓ **GET FOCUSED** on your sales strategy
- ✓ **CREATE MORE TIME** to enjoy the freedom of your business
- ✓ Design a **LIFESTYLE** and create wealth

No fluff, no theory, just results. Programs designed to suit your time constraints and your budget....



*Out-Market
Out-Sell
Out-Perform
Your Competitors*

Brad Tonini
*Business owner, entrepreneur
and business mentor*

Here's what Brads clients say about the SME business building program

“ Brads Business Building program has not only been comprehensive in getting our business game plan together, it has really made us think about how we do business. I would recommend Brads program to anyone in business who wants direction and a powerful edge ”

Bernie McCarthy
McCarthy Psychology Services

“ The SME business building program really changed the way I think about the business, I am now aware of how to turn my service into a product and how to deliver this to the market. The process is a winner – it takes your business to a new level by making your marketing, sales and experience team focused ”

Steve Aivaliotis,
Proactive Complaints Management

“ Brad is the master SME coach. Not only have his strategies increased our business 10 times, he is easy to work with and will go the extra mile when we need it. Brad walks his talk having built a businesses of his own – he is the real deal ”

Virna White
White Construction Group

The SME Business Building Program

*You choose from 1 hour sessions,
2 hour sessions, half day or full day programs*

The SME Business Building Program

1 Snapshot Meeting

Designed to understand your needs and goals from the program to provide a custom made solution.

2 Immersion

A process of auditing your current business – your sales figures, profitability and revenue streams.

3 The Business Growth Multiplier

A workshop which gives you instant business growth strategies you can use right now

4 Sales Strategy & Process

A 6 step process which shows you how to develop rapport, questioning, structure and dealing with objections so you can plan your selling.

5 Sales Influence, Dealmaking and CRM

Learn the art of sales influence, 12 closing strategies that work and how to develop an ongoing relationship management system.

6 Team Performance and Sales Culture

Develop a sales focused organisation with a workshop designed to show how non – sales people can be more sales aware.

7 Maximum Impact! Presenting for New Business

Designed to help you build a presentation around the 3 keys to presenting to make your pitch have more impact.

The SME Intensive Program

Designed to be taken as a 6 or 12 session program over 6 – 24 weeks.

Each session can be 1 hr or 2 hrs duration depending upon business size and strategy.

Ideal for micro business, consultants or CEO executive coaching.

The Strategic SME Program

This program is a half day or full day program with work to be undertaken in between sessions.

Most clients start with one half day or full day a month and then go to a quarterly program.

Ideal for medium size business management and sales teams.