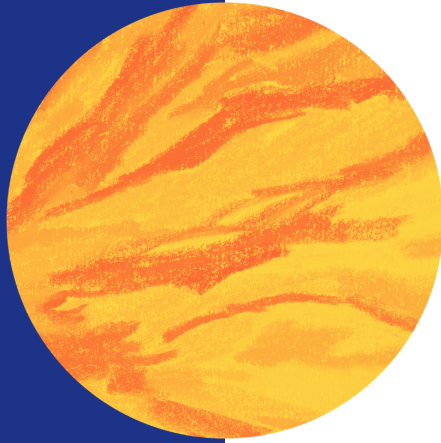


JUNE 2021



# Creating sustainable change in organisations: methods and consulting options

**FOR SALES TEAMS  
AND THEIR LEADERS**

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# PROVEN METHODS

## Active participation

- We help you get on the same page of the problem. We invite the whole organisation to participate in focussed surveys and solve issues in multi-team workshops.

## Bottleneck & pattern identification

- We help you find happiness and fix bottlenecks quicker. We provide an external perspective and suggest small changes in your processes that create a big impact.

## Data-driven prioritisation

- We help you focus on what needs done. We improve your maturity gradually and ensure revenue streams prioritise how you manage partnerships, teams, and customers.

*"First understand,  
then be understood."*

CHOOSE A BESPOKE SOLUTION OR FOLLOW A PROVEN PROGRAMME

# BESPOKE CONSULTING

## WE THRIVE TO INSPIRE, CHALLENGE AND IMPROVE YOUR ORGANISATION

Are you looking to enter new markets, either organically or through acquisition? Are you, too, finding it hard to create 'time and space to think'? Our signature workshops are based on **empathy, collaboration and open discussion**. Our virtual environment is specifically developed for **structured, results-oriented yet creative brainstorming** where all individuals flourish.

Have you experienced **organisational fuzziness** that allows customers to make their own choices and buying decisions? But you're not seeing the changes in your organisation that can support that, **fast enough**?

We help you **find and fix bottlenecks** that slow you down, and **identify good patterns** that can be replicated across your organisation.

*Future = Improved results? - You decide.*

CHOOSE A BESPOKE SOLUTION OR FOLLOW A PROVEN PROGRAMME

# BESPOKE CONSULTING

## CALL TODAY

+44(0)7533070283. Prefer a video call? Choose a time that works for you at <https://calendar.x.ai/tuuli/discovery-call-20-min>.

## SET UP DIRECT DEBIT & PICK START DATE

Want to get started straight away? Flexible billing means we can sort out extra hours conveniently and with maximum transparency.



## RECEIVE QUOTE THE SAME DAY

We'll create a custom solution to suit your needs.



*"That's exactly what these sessions are helpful for. It makes you actually look at it from a different perspective and understand where we need to get it done."*

# REACH YOUR SALES TARGET

## 7-STEP, FLEXIBLE PROGRAMME FOR GROWING ORGANISATIONS

1. Exploration and mutual agreement to continue
2. Guided self-study\*: Where you are now
3. Quarterly workshop I: New lead acquisition
4. Quarterly workshop II: Sales conversion process
5. Quarterly workshop III: Customer retention and growth
6. Guided self-study\*: Market insight and recommendations
7. Quarterly workshop IV: Conclusions, reflections, and actions

## FOLLOWING A QUARTERLY, NATURAL CYCLE

The Programme is interactive by design and **requires active participation** to be successful, ideally including participants from across the organisation

*"It's good to see it from a different perspective. That's always what I look forward to in the day."*

# PROGRAMME OPTIONS

## FEATURE COLLECTION

Quarterly workshops:

Q1: New business  
Q2: Sales process  
Q3: Customer growth  
Q4: Plan for next year

## ADVANTAGE COLLECTION

Quarterly workshops:

Q1: New business  
Q2: Sales process  
Q3: Customer growth  
Q4: Plan for next year

Monthly  
accountability calls  
with workshop  
participants

Twice yearly reports  
with your specific  
recommendations

## BENEFIT COLLECTION

Quarterly workshops:

Q1: New business  
Q2: Sales process  
Q3: Customer growth  
Q4: Plan for next year

Monthly  
accountability calls  
with workshop  
participants

Twice yearly reports  
with your specific  
recommendations

2 consultancy days  
per month throughout  
our engagement

## NEED HELP WITH CHOOSING WHAT'S RIGHT FOR YOU?

Call Dr Tuuli Bell at +44(0)7533070283. Prefer a video call?

Choose a time that works for you at

<https://calendar.x.ai/tuuli/discovery-call-20-min>

# GOOD TO KNOW

## CASE STUDY

We intend to share your success story worldwide via a video and display your story on our website. Sometimes our customers would like to stay anonymous. We will check with you at our initial appointment what your preference is.

## PRIVACY POLICY

<http://www.tuulibell.com/privacy>

## VALUES

- to listen to customers, employees and partners and treat everyone equally
- to make use of available tools, processes and data intelligently
- to help customers by making actionable recommendations and deliver excellent results.

## REFERENCES

References are available on request.

## PROGRAMME WORKSHOP DELIVERY

- All quarterly workshops are carried out remotely, and are normally delivered via 2 half-day sessions during consecutive weeks.
- Each quarter's first half-day workshop is aimed at sales and presales (with leadership in attendance), and the second part is open to also other departments.

## PRICING

Reach Your Sales Target Programme starts at £3950/month (Feature Collection), 3 month notice period on both sides.

Bespoke consulting prices on request.

All work is billed monthly in advance via Direct Debit. All prices exclude VAT.

## CONTACT US

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