



SERVICES OVERVIEW

TACTICAL, "HANDS-ON" SALES & MARKETING TRAINING

We work with individuals and sales teams of 4 to 45 on prospecting, identifying your value proposition, warm-calling, building alliances, drip marketing, creating a unique offer, implementing regular follow up, making offers, negotiating, proposals, and closing skills. We help teams and individuals stuck in some aspect of their sales process to break free, increase sales, and gain more personal and professional satisfaction

OUR SPECIALTIES

Asset-Based Training for Sales Professionals - *create a foundation for success*
Strategic Alliances for Revenue Increases - *growing and managing the "right" partnerships*
One-on-One coaching of *top sales producers and business owners*

CREDENTIALS:

Dun & Bradstreet's "Sales Coach" blogging at www.AllBusiness.com (past 4 years)
Top Sales Experts team member (www.topsalesexperts.com)
Weekly contributor at www.mybusinesschannel.com (based in U.K.)
Speaker at 2008 www.SalesSheBang.com and numerous other sites

WHAT OTHERS SAY ABOUT SCORE MORE SALES and LORI RICHARDSON:

"Lori's big thinking and tactical steps have catapulted our business from a local competitive market to a worldwide audience" GAP

"In an engaging way, Lori brings not just new ideas to the forefront, but ideas we are re-trying which improve our process, add to our revenues, and increase profit" Thomson Reuters

THE GUARANTEE:

Score More Sales guarantees your satisfaction 100%

For more information, call Lori Richardson at (206) 972-0265 lori@scoremoresales.com