

The Seven Ways to Grow Your Business

One: Increase client retention rate.

Keep current clients happy - it is easier to keep existing clients than it is to attract new ones.

Two: Increase leads generated.

Drive more potential clients to your website, phone line and premises.

Three: Increase prospect conversion.

Follow up those who've made enquiries, show interest and build rapport - help prospects to buy from you.

Four: Increase transaction value.

Upsell additional services or bigger volumes to your current clients or customers.

Five: Increase transaction frequency.

Encourage clients or customers to buy more frequently.

Six: Reduce cost of sales.

Identify ways to save time and resources in order to make more sales - drive efficiency and variable cost reduction.

Seven: Reduce overheads.

Review your business costs to identify fat that can be trimmed (not muscle).

Our coaching programmes are designed to help you develop the most practical and real ways for you to grow your business - let's get started!