

Business Detailing

That's just what we call it.



Getting Your Business Ready To Sell

Just as you might take your car to get it detailed prior to selling we detail the sales of your business to help maximize your profits in its sale.

For twenty-four months we work with your sales team on a weekly basis - profiling each person to identify strengths as well as areas for growth; putting a comprehensive sales system in place; and monitoring (along with any of your sales managers) the results of implementing that system.

We help you build a sustainable sales process that will become an integral part of your business assets.

It might make sense for us to talk further.

Dave Arch
President
Dave Arch and Associates, Inc.

How It Works

First we profile each of your sales team using a battery of assessments to determine strengths and weaknesses of each and to determine if additional hires are necessary.

Then each team member takes a two-day intensive Boot Camp to help them begin to learn the Sandler Sales System.

Finally, we begin working with your team members on a weekly basis through our President's Club program to not only continue guiding them into greater mastery of the system and think through specific account challenges, but also to hold them accountable for their sales results over the 24 month period.

