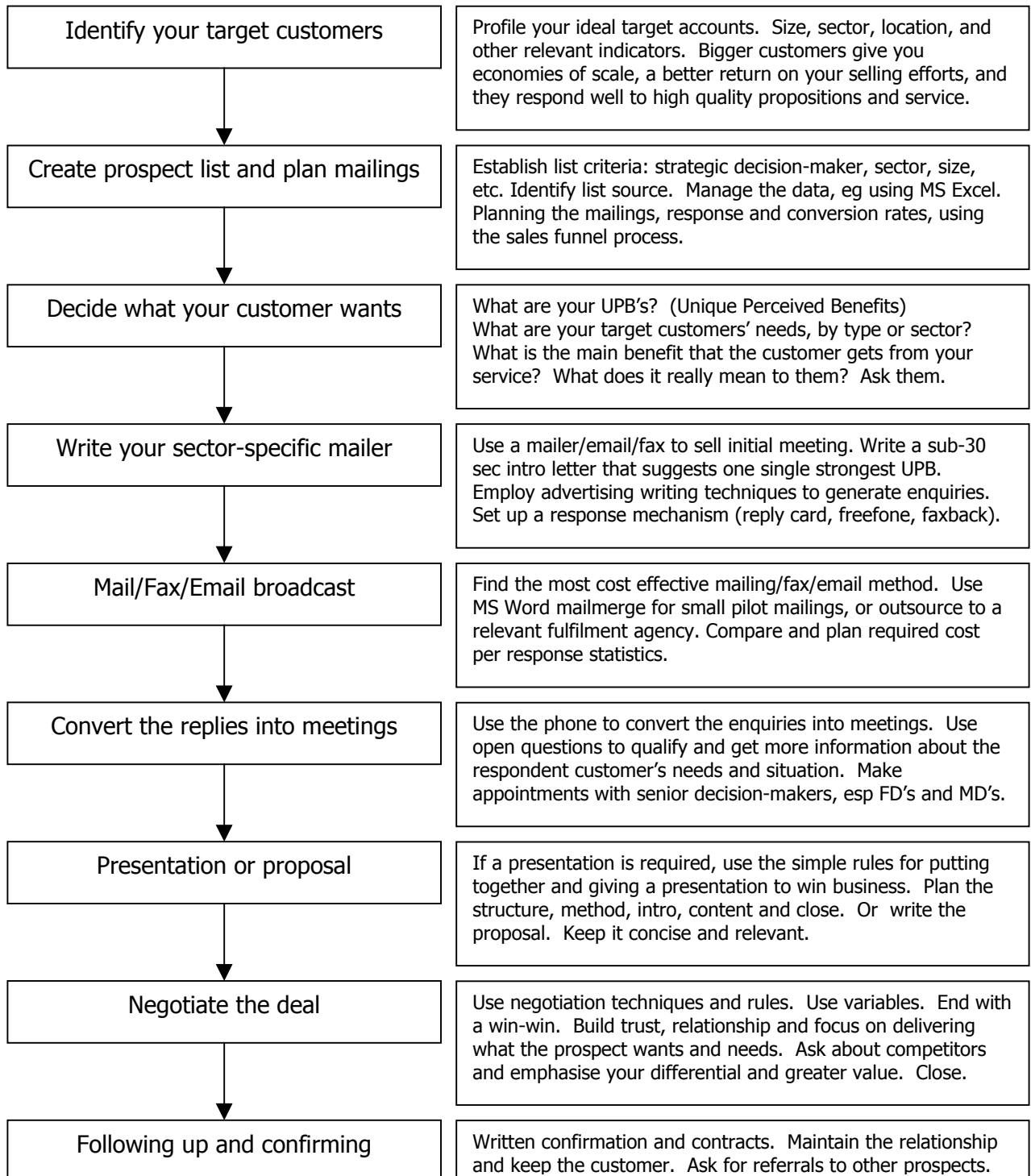


Sales Development Model – (more info at businessballs.com)

This model is a simple and cost-effective process to increase sales, esp B2B, by winning new large, profitable customers. It also encourages the necessary development of the traditional field-based sales-person into an effective **business manager**.



This system was developed by alan chapman consultancy and you may use it personally or within your organisation provided copyright and www.businessballs.com is acknowledged. Publication in any form or use in provision of business services to a third party is not allowed without permission from alan chapman. Support and advice on using this system is available from alan chapman via email advice@alanchapman.com. More free online training resources are at www.businessballs.com.