



# Quality Service Contractors, Pillars of Success Business Challenge

The team at QSC can help you solve your Top Business Challenges.

Pick your top 3 to 5 top priorities from the list below and return this form to QSC. You will receive a complimentary 30 minute coaching session from a top-notch QSC Coach who is experienced in the P-H-C industry. Your session will provide key, actionable insights helping you to solve the top business challenges identified on this form.

## Sales & Marketing

- Having turn-key, persuasive and inexpensive ways to generate more leads and prospects for my services.
- A step-by-step marketing plan significantly increasing my new customers, revenues and profits without taking my energy away from day-to-day business.
- Creating customer focused advertising and online marketing strategies to draw willing buyers to my business every week.
- The most effective sales appeal to set my business head and shoulders above my competition.
- To build a more motivated, professional and profitable sales or telemarketing force that creates a far stronger sales conversion and average sale value.
- Having a strategy to compel my former and inactive customers to come back and buy again and again.
- Boosting the average sale value and creating a better sales result from every customer we do business with.
- Introducing new and more profitable product lines or services to both win new customers and extend the value we provide our existing ones.

## Team Building & Leadership

- Helping me develop and build strong leadership skills and attributes so I can, not just manage, but truly lead my people and my company.
- To help me find/re-find my passion and get focused on enjoying running and building the business again.
- Using an efficient and effective recruiting system to help add the right, motivated, great people to my team.
- Developing an ongoing training system so people are more effective and more productive at their jobs and, some are ready for promotion as the company grows.
- Training my team to deliver superior levels of customer service and create raving fans and repeat buyers time after time.

## Coaching

- Having a hotline to a great coach who can help me stay focused, answer my most important business questions and help me stay focused.

## Running Your Business

- Developing a clear and powerful set of both personal and business goals and having a vision for my company.
- To get myself the freedom of more time away from the business, still knowing it is growing and creating more, and more, profits without me there.
- To help me understand how to re-invest my profits back into the business or how to take profits and invest them for passive income outside of my business.
- Getting a solid business plan of action so I and my team are focused on doing what matters, what's important and what will get the biggest results.
- To get the business and my people to a stage where they can run it profitably so I can take some time out each week and vacation each year.
- Developing a straight forward succession plan so I can replace myself with the right people, at the right time and allow them to run it without me.
- Expanding the operation to multiple outlets or multiple territories so I can take advantage of an already solid and profitable business model.
- Creating a franchise system that both sells and creates profitable franchisees who can afford to pay me serious royalties.
- Assistance with taking the company international to profit from global markets, global costs and global currency values.

## Systems

- Having a system for controlling, managing and reporting the company finances so I can know I am building real profits.
- Working 'ON' my business rather than 'IN' it and create a systems dependent company rather than a people dependent one.
- Developing an organizational chart and position descriptions and getting the company administration handled.
- Building consistency of delivery into my products/services giving better levels of service and more rewarding customer experiences.

YOUR NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

YOUR ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_

WEB \_\_\_\_\_