A Guide to SELLING Managed Services - faster, easier & for greater profit

Matt Makowicz

A Guide to SELLING Managed Services - faster, easier & for greater profit

Matt Makowicz

A Guide to SELLING Managed Services - faster, easier & for greater profit Matt Makowicz Want to be more successful at selling service contracts and managed services? A Guide to SELLING Managed Services Faster, Easier, & for Greater Profit explores all aspects of a managed services business as it relates to sales. Sections include: The Business; The Offerings; The Sale; and The Contract. It outlines the steps to a successful sale, how to handle objections, how to present offerings, the contract, and your company. Whether selling managed services is brand new, or something done for a while, this guide will help make the process faster, easier, more profitable, and fun!

Also included in this comprehensive resource for any IT provider or Managed Services Practice is a **CD-ROM with 18 tools, templates and webinar recordings.** Chief among these are TWO sample contracts that are ready to go after applying your logo! Here is a complete list of the documents, templates, and tools included on the CD-ROM:

Letter from affiliate to prospect
Letter of introduction to a cold email prospect
Letter to customers seeking referral business
Email confidentiality notice
Introduction to a potential referral partner
Phone Approach script when calling referrals
Phone Approach script when cold calling
Elevator Pitch
Sample Contract 1 (with pricing)
Sample Contract 2
Managed Services Proposal
Sample Pipeline Report 1 spreadsheet
Sample Pipeline Report 2 spreadsheet
Analysis Signup sheet (for events)
Analysis Worksheet
CRM Sales Process spreadsheet
Numbers Game Worksheet (for salespeople s activities)
Spreadsheet of Table 1a, Table 1b, Table 1c
Spreadsheet of Table 2a, Table 2b, Table 2c
Audio message from Matt Makowicz
Webcast Service Contracts (TS2 December 2005)
Webcast Q & A document

Also, as an added bonus, by registering the book with the author on his webiste, you'll be given a **free 45 minute AUDIO seminar** on effectively using the phone approaches included on the CD-ROM.

If you're thinking aobut thinking about transitioning to managed services, already begun, or have been offering managed services for a while, this book has something for you!

Download and Read Free Online A Guide to SELLING Managed Services - faster, easier & for greater profit Matt Makowicz

---

From reader reviews:

Terri Root:

As people who live in the modest era should be change about what going on or info even knowledge to make these people keep up with the era that is always change and advance. Some of you maybe can update themselves by looking at books. It is a good choice in your case but the problems coming to you is you don't know which one you should start with. This A Guide to SELLING Managed Services - faster, easier & for greater profit is our recommendation so you keep up with the world. Why, as this book serves what you want and wish in this era.

Robin Almeida:

The book untitled A Guide to SELLING Managed Services - faster, easier & for greater profit is the book that recommended to you to learn. You can see the quality of the reserve content that will be shown to a person. The language that writer use to explained their way of doing something is easily to understand. The copy writer was did a lot of study when write the book, therefore the information that they share to your account is absolutely accurate. You also will get the e-book of A Guide to SELLING Managed Services - faster, easier & for greater profit from the publisher to make you far more enjoy free time.

Miguel Penix:

Can you one of the book lovers? If so, do you ever feeling doubt when you find yourself in the book store? Try and pick one book that you never know the inside because don't assess book by its cover may doesn't work at this point is difficult job because you are afraid that the inside maybe not because fantastic as in the outside look likes. Maybe you answer can be A Guide to SELLING Managed Services - faster, easier & for greater profit why because the excellent cover that make you consider with regards to the content will not disappoint anyone. The inside or content is definitely fantastic as the outside as well as cover. Your reading 6th sense will directly assist you to pick up this book.

Marianne Button:

As a student exactly feel bored for you to reading. If their teacher asked them to go to the library in order to make summary for some book, they are complained. Just minor students that has reading's spirit or real their interest. They just do what the instructor want, like asked to the library. They go to there but nothing reading seriously. Any students feel that studying is not important, boring and can't see colorful pics on there. Yeah, it is to get complicated. Book is very important for yourself. As we know that on this time, many ways to get whatever we would like. Likewise word says, many ways to reach Chinese's country. Therefore this A Guide to SELLING Managed Services - faster, easier & for greater profit can make you sense more interested to read.

Download and Read Online A Guide to SELLING Managed Services - faster, easier & for greater profit Matt Makowicz #3B8MYK0JWCL

Read A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz for online ebook

A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz books to read online.

Online A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz ebook PDF download

A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz Doc

A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz Mobipocket

A Guide to SELLING Managed Services - faster, easier & for greater profit by Matt Makowicz EPub