

BUSINESS ACCELERATION COACHING

ACHIEVE YOUR BUSINESS GOALS FASTER

No matter where your software or technology business is at, one of the greatest investments you can make is to work with an expert who can critique, motivate and guide you to success faster than you ever thought possible. With years of experience and proven results, Matthew Whyatt is ready to back you every step of the way.

Through one-on-one coaching, Matthew will work closely with you to analyse all areas of your software or technology business operations and develop clear, implementable strategies to help you discover and execute best practice and reach your business goals faster. Together, we'll work out exactly what's working and what's holding you back so that we can identify the best ways to make your business more profitable and more efficient as quickly as possible.



FIND THE MOTIVATION TO REACH YOUR GOALS

Our Business Acceleration Coaching is designed to ramp up your motivation and drive accountability towards business growth and profitability. You'll finally kick those goals you've aiming for, and then set and hit new ones at record speed.

TAKE YOUR BUSINESS EVEN FURTHER

Sometimes a fresh pair of eyes is all you need to discover that you have more potential than you realise. You'll find even more ways to enhance your business's productivity and achieve things you've never even considered.

GET EXTRA SUPPORT RIGHT WHEN YOU NEED IT

With his one-on-one business coaching, Matthew offers timely advice including ad-hoc sessions when you're facing a huge deal. Get the knowledge and tools you need to get the deal over the line and secure that coveted new business.

WHAT YOU'LL GET OUT OF OUR BUSINESS ACCELERATION COACHING

With his one-on-one business coaching, Matthew offers:

- Co-creation of an effective Sales Strategy
- Development of a foolproof Sales Plan as well as execution framework to make it even easier for you to take the steps you need to
- Scripts, dialogues and written communication to make sure you're getting it right at every stage
- The tools you need to be accountable for implementing and executing your bespoke Sales Plan
- Specific deal coaching to get deals over the line, and help you win new and large clients

WHAT WE'LL COVER

Working closely with you, we'll delve deep into your overall sales operations leaving no stone unturned. We'll investigate:

- How you generate leads, including through marketing, networking, partnerships and referrals
- Your marketing message
- Your target market
- The problems you solve
- Your sales strategies and sales process
- How you compete in the marketplace and what sets you apart
- How you communicate with your prospects
- Understanding the numbers that drive your sales machine, including:
 - » Leads in
 - » Cost per lead
 - » Conversion rates from lead

From here, we'll be able to offer invaluable advice and the tools you need to succeed.

CONFIDENTIAL
PERSONALISED
ACTIONABLE
PROVEN RESULTS

HOW WE WORK

WEEKLY SESSIONS

ONE 60-90 MINUTE SESSION
PER WEEK, VIA PHONE, SKYPE
OR VIDEOCONFERENCE –
WHATEVER BEST SUITS YOU

AD HOC SESSIONS

IF A SPECIFIC DEAL COMES UP
THAT YOU NEED HELP WITH, MATTHEW
IS HAPPY TO JUMP ON A QUICK CALL,
IT'S ALL PART OF THE SERVICE.



WHY WORK WITH MATTHEW WHYATT?

Following a very successful sales career, Matthew is now an efficacious entrepreneur who has owned companies with sales in excess of \$100 million. His background in sales as well as his experience managing large sales teams in his own companies, mean Matthew is well-placed to offer you strategic advice that achieves results. He's worked with countless owners and managers of both established software businesses and startups, earning him a reputation as a personable, knowledgeable and effective sales consultant, mentor and coach.

Above all, Matthew is driven by his passion of helping his customers succeed. Choosing to work with Matthew means you're choosing someone who is genuinely in your corner, and will work relentlessly to help you reach your goals.

READY TO TAKE YOUR SALES TO THE NEXT LEVEL?

LET'S CHAT

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