

Juanell Teague

Step 2: Point-of-Entry Proposal™

Taking the Guess Work Out of Proposal Writing

Point-of-Entry Proposal™ Results?

- Provides an x-ray of the client identified challenges
- A custom-designed selling tool which identifies the unique solutions you can provide to their identified problems
- A process to sequentially describe the components of the proposed services you are recommending
- Offers attractive pricing options
- Turning relationships into long-term partnerships with positive bottom-line impact

What is *Point-of-Entry Proposal™*?

A systematic approach to full self-disclosure program selling at bundled pricing.

What problems does *Point-of-Entry Proposal™* solve?

Writing proposals based solely on the services you provide without knowing their needs.

How does *Point-of-Entry Proposal™* solve this problem?

Marries your solutions to their needs in a systematic sequential method and finds the point of entry at a price they will pay.

Point of Entry Starting Point

- Connecting the assessment findings to the proposal recommendations
- Brings clarity and vision to the overall process

Point of Entry Selling

- Develops your pricing based on their needs in today's economy
- Build comprehensive partnerships with extreme bottom-line results

Point of Entry Closing

- Evaluates how you hit the mark with them
- Creates a starting-over point to build long-term relationships



Juanell Teague provides accelerated career transformation to speaker industry professionals and to those in transition.

“This process is so thorough, it sets you apart from the competition. Through a clear understanding of how our solutions fit their needs, they don’t want to do business elsewhere, and a long-term relationship is built.”

*- Renee Malone
Kick the Moon*

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