

ADVISORPOWER: CUSTOM GROWTH PLANS<sup>SM</sup>

## One-on-One Coaching: Expert Mentoring for Breakthrough Growth

Often, the challenges and pressures you face in pursuit of growth can shift dramatically from one week to the next. In these periods, maintaining focus and discipline can be the biggest challenge of all.

### THE PROGRAM

Through Excella's 16-session One-on-One Coaching Program, you'll tap into the minds of our seasoned experts for personalized assistance to help you achieve breakthrough growth.

These are a few topics you may choose to work on:

- Improving sales effectiveness – from closing sales to prospecting for ideal clients
- Becoming more efficient in managing your firm
- Building a team to support your growth
- Managing the effectiveness of existing team members
- Offering a client experience that exceeds expectations
- Implementing an actionable business plan and marketing program
- Implementing and maximizing the potential of client advisory boards
- Executing a targeted referral program
- Improving your prospecting habits

Before each of the hour-long phone sessions, you'll work with Excella to establish an agenda for the call. After the session, you'll receive a written follow-up that documents key points and recommended next steps/action items.

### GET STARTED TODAY

Contact Ani Yessailian at 617 886-6001 or [AY@excellamarketing.com](mailto:AY@excellamarketing.com).