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BNI Laurus Chapter

10 Minute Presentation



Arrowspires[™]

What's New?

Arrowspires[™] Ltd.
LL05737

Arrowspires[™] Consulting Sdn. Bhd.
813240-A

Renewed membership for another two years

BNI Assistant Director



Arrowspires[™]

Services

Analysis & Evaluation of Client's ***Current Business***

Strategic Planning for the ***Future***
(*Create*)

Implementing the Business & Marketing ***Plans***
(*Communicate*)

Process Improvements
(*Sustain*)



Arrowspires™

U.S.P.

Member of the Chartered Institute of Marketing

16 years international business experience

Hands-on approach with practical advice

Not selling training seminars



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Target Market & Contact Sphere

Small to Medium industries / Enterprises (SME / SMI)

Manufacturing Companies

Exporting Companies

ISO Consultancy Companies

Business Start-up Advisers



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Referrals & What to listen for

“How can I sell more when the economy is so tough?”

“I want to grow my business and/or export”

“I have a good product but I can't seem to get it to sell”

“My competitors are taking my customers”

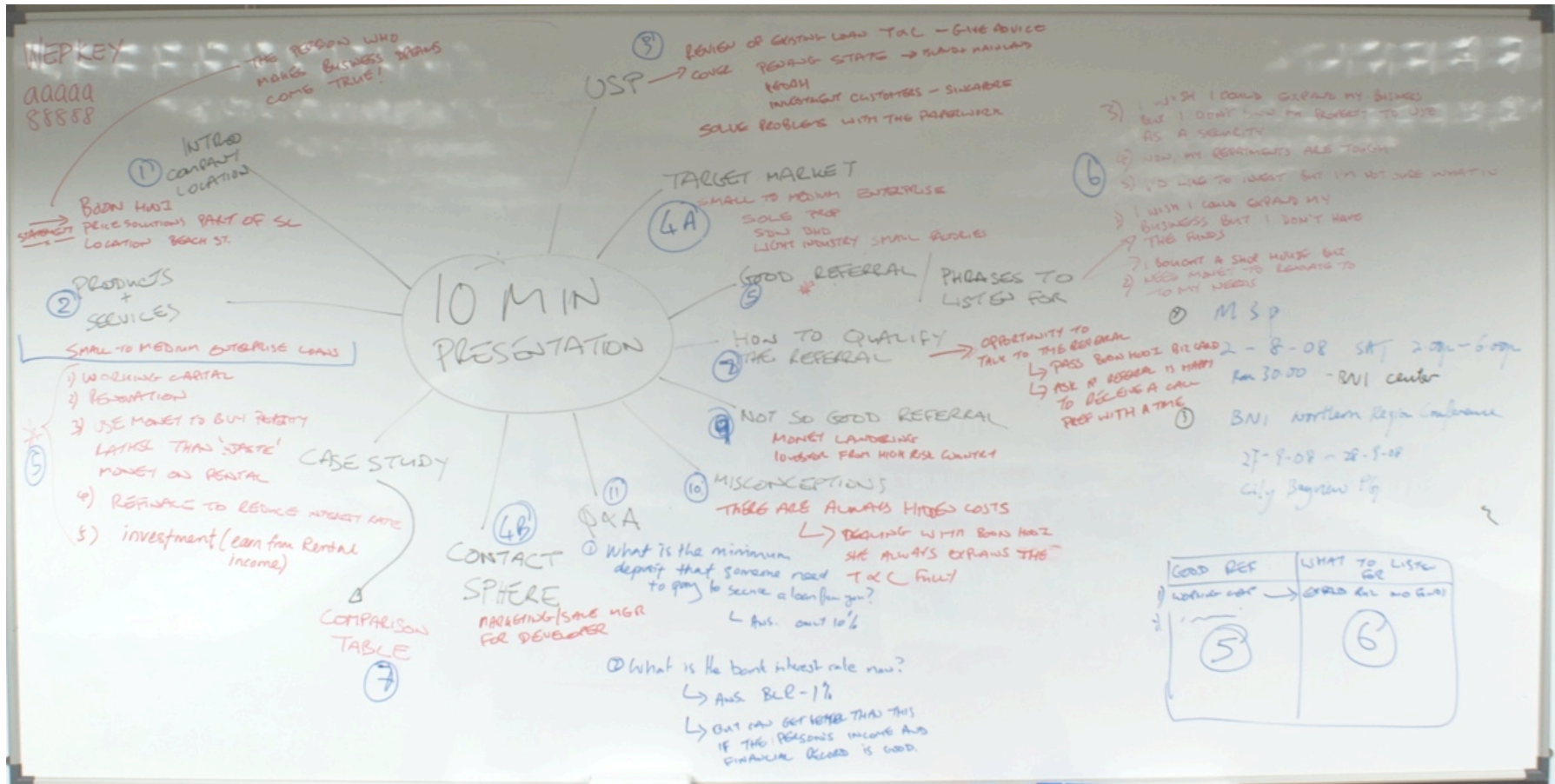


How to Qualify a Referral



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Examples of Assistance



Examples of Assistance

Natural Hydrosonic Spa Centre



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BNI Expectations

Out

20 qualified external referrals within the next 12 months.

Dance with me!

External referrals I give to be followed up within 24hrs



In

Be your salesman to assist you to grow your business. ***Educate me!***

Through the Leadership Team and Assistant Director Roles to grow the chapter and opportunities for cross-chapter business opportunities

To serve you

Arrowspires[™]

Q & A



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