

Areas of Focus

Cannon's Grow Your Business Workshop

Define the Client Experience

Establish Communication Standards

Gain Insights into Current Clients

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Obtain Additional Assets from Current Clients

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Identify your Niche Market

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Create a 4-Point Branding Message

Refine and Implement a Prospecting Plan

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Utilize a
Disciplined Client
Discovery Interview
Process

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Formulate
Customized
Recommendations
through Gap
Analysis

