



ENABLEMENTWORKS

ENABLEMENT CONSULTING

PACKAGES & PRICING

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WWW.ENABLEMENTWORKS.COM

ABOUT ENABLEMENTWORKS



We help companies transform their revenue-generating teams using targeted revenue enablement solutions, tailored to your unique needs

We are driven by the power of stories, where your narrative takes center stage. Our approach is all about personalization.

Discover your potential with us!

Start here:

**Conduct
Evaluation**

TRANSFORM YOUR TEAM'S HEARTS, MINDS AND SKILLS



We give you the blueprint to....

**Align your
Revenue Plan,
Systems
& Process**

**Optimize
Coaching
Impact**

**Utilize
Data for
Training**

**Apply to
Hiring**



Did you know? A 10% improvement in sales capability typically equals a 33% increase in revenue!

Source: Objective Management Group

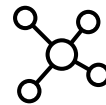
5 PHASES OF

How Enablementworks.



Evaluate or Re-evaluate

Identifying if you can be more effective, how much more effective you can be, what it will take to accomplish that and how long it will take you to accomplish it.



Reveal Strategy

It creates list of the short-term priorities for accelerated growth and the way the team should work to achieve it. This also involves breaking down the strategy into a series of projects with milestones, setting timeline, and delegating tasks.



Align Stakeholders

This is where we align all cross-functional stakeholders on the strategy and explore various alternatives to meet all requirements to create value and maintain the quality of the final deliverables.



Build and Launch

Design or optimize process, content, and technology to (re)launch across the target audience against project timelines. Adapt to changes to achieve all objectives.



Measure and Optimize

In this phase, metrics or analytics are implemented to track key performance indicators, providing insights into the effectiveness of the implemented strategies. Feedback to increase efficiency and effectiveness.



PRICING

BASIC Enablement Package

ESSENTIAL ENABLEMENT

EXPECTED OUTCOMES:

- Foundation for Sales Enablement: Establishes a basic framework for aligning sales efforts with business goals.
- Identification of Key Skill Gaps: Highlights areas where the sales team needs improvement, paving the way for targeted training.
- Initial Strategic Insight: Provides initial guidance to help the business owner understand the key elements of sales enablement.
- Efficiency in Sales Process: Initial optimization leads to a more streamlined sales process, potentially increasing sales efficiency.

SERVICES

10 hours/month

- Initial sales process assessment.
- Monthly action mapping sessions.
- One-time curriculum analysis.
- Basic recommendations for learning architecture.
- Monthly check-in and support calls.

COST

- \$5,000-\$6,000/Month
- 3 month, 6 month, 12 month contracts
- Depends on expertise and market
- Does not include cost of evaluation
- Payment terms to be discussed.

CONTRACT LENGTH

- 3 month, 6 month, 12 month contracts
- Longer contracts ensure my availability, as I cannot guarantee my availability beyond the contract period.

REVENUE GROWTH IMPACT

This package is designed to lay the groundwork for a more structured and effective sales approach, which can lead to increased sales efficiency and a better foundation for scaling sales efforts.



PRICING

STANDARD Enablement Package

STRATEGIC ENABLEMENT

EXPECTED OUTCOMES:

- Enhanced Sales Strategy: Develops a more sophisticated sales strategy aligned with the business's growth objectives.
- Continuous Skills Development: Ensures the sales team is constantly improving and adapting to market changes.
- Regular Strategic Alignment: Keeps the sales strategy in line with overall business goals through regular check-ins.
- Advanced Process Optimization: Leads to significant improvements in the sales process, which can increase conversion rates and customer retention.

SERVICES

20 hours/month

- Bi-weekly strategic planning sessions with executives.
- Monthly curriculum analysis and design.
- Monthly action mapping sessions.
- Quarterly sales process and learning architecture reviews.
- Bi-weekly check-in and support calls.

COST

- \$8,000-\$9,000/Month
- Varying with the scope and complexity of services.
- Does not include cost of evaluation
- Payment terms to be discussed.

CONTRACT LENGTH

- 3 month, 6 month, 12 month contracts
- Longer contracts ensure my availability, as I cannot guarantee my availability beyond the contract period.

REVENUE GROWTH IMPACT

This package aims to build upon the basic framework, introducing more strategic elements that can lead to higher conversion rates, better customer retention, and ultimately, increased revenue.



PRICING

PREMIUM Enablement Package

COMPREHENSIVE ENABLEMENT

SERVICES INCLUDE:

- All services in the Standard package.
- Comprehensive and continuous sales process optimization.
- In-depth curriculum development and ongoing adjustment.
- Full integration with senior management for strategic alignment.
- Support in hiring and training a permanent enablement team.
- Advanced analytics and reporting for sales efficiency and effectiveness.

KEY SERVICES:

Up to 40 hours/month

- Weekly strategic sessions with executives.
- Comprehensive and continuous sales process optimization.
- In-depth curriculum development and ongoing adjustment.
- Full integration with senior management for strategic alignment.
- Monthly analytics and reporting.
- Support in hiring and training a permanent enablement team
- Customized workshops and training sessions (variable).

COST

- \$10,000-15,000/Month
- Tailored to the extensive nature of services and expertise provided.
- Does not include cost of evaluation
- Payment terms to be discussed.

ENGAGEMENT LEVEL

This package is for extensive support that typically spans over a 12+ month timeframe. Typically, Enablementworks will act as an integral part of the organization or team.



SERVICES LIST

BUILD + ENABLE YOUR TEAM

ENABLEMENT TEAM STRUCTRE AND DESIGN:

- Design the right Enablement Team Structure with defined roles and responsibilities to sustain and scale as your business grows.

SELF-SERVICE FRAMEWORKS AND TEMPLATES:

- Ready-to-use resources that empower your sales team to enhance their performance, improve their workflows, and drive revenue growth.

LEARNING STRATEGY:

- Increase the effectiveness and efficiency of sales enablement programs with a defined strategy to enable your Revenue organization to be proactive and intentional with their resources to support and grow the business.

OPTIMIZE YOUR TEAM

NEEDS ASSESSMENT AND GAP ANALYSIS:

- Identify skill gaps and strategic interventions to improve performance. This is done at an individual, manager, leader and organizational level.

LEARNING PROGRAM EVALUATION:

- Evaluate your current sales enablement programs to increase productivity/performance, trim excesses, and create a cohesive curriculum that meets goals.

SALES METHODOLOGY:

- Identify the right methodology for your organization and customize for relevance. Deploy across a Revenue organization, drive adoption through embedding into your culture and drive real change.

TRAIN YOUR TEAM

PROGRAM ACTION MAPPING:

- Action mapping and understanding development milestones help build sales enablement programs by ensuring that the training and resources provided align with the specific skills and knowledge needed at each stage of the client-facing role's development, learning to a more effective and targeted sales enablement program.

CURRICULUM ANALYSIS & DESIGN:

- Properly identifying learning objectives, evaluating skills gaps, and creating effective career paths ensures that learners are on the optimal path to meeting organizational goals.

LEARNING ARCHITECTURE DESIGN:

- Structure your sales enablement programs to ensure employees develop the skills they need to meet organizational goals for succession and growth.

