



10 MUST HAVE

techniques

IN CLOSING U.S. DEALS

BROUGHT TO YOU BY **CIARA** OF



ELITE PRECISION CONSULTING

OUR SPEAKER

Global Recognition

Most Fearless Women in Business of 2022

Top 10 Most Admired Business Leader of 2022

Top 10 Most Successful Entrepreneur of 2021

Founder of Global Healthcare Summit 3.0

Published Author & Speaker

MGMA (Medical Group Management Association)

Outsourcing Essentials

Various Private Practices & Medical Groups



Ciara Lewin

**CEO & Founder
Elite Precision Consulting**

Whom We've Served

as of Q1 of 2023

1,860

U.S.
Executives & Companies

3,192

Asia-Pacific
Executives & Companies

390

African
Executives & Companies

Amplifying their
expertise, **finetuning**
their operations, and
expanding beyond their
region

DISCLAIMER

Manifesting Business Serenity

This is an educational session and was created to help bring fresh insights and perspectives to those serious about doing well in their business.

Accept

- Questions relevant to topics discussed
- Positive thoughts or comments
- Resources to help the audience

Will Not Accept

- Trolling or negative energy & vibes
- Selling to U.S. companies (this is not the right platform and it will make you look bad)

DISCLAIMER

SHOULD YOU BE HERE?

This session is curated for offshore teams who currently are or looking to work with U.S. companies. Strategies can however be applied to other regions.

LET'S VIBE

- Based outside of the U.S.
- Are into business development or business owner/ entrepreneur
- Open minded
- Not impressed by fluff

MOVE ON

- Here to sell your services to U.S. companies
- Use the attendees to do templated marketing on LinkedIn
- U.S. company seeking insights on how to outsource (coming August)



ELITE PRECISION CONSULTING

Submit Your Questions

LIVE REAL-TIME FEEDBACK

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Manifesting Business Serenity

Understand Your Options In Global Support

GET STARTED

No personal info needed

Ask whatever you wish

Answers provided during Q&A session at the end of event

10 Must-Have Techniques in Closing U.S. Deals

Presented by Ciara

ECIC

Thursday, July 13th 9:00 am EST

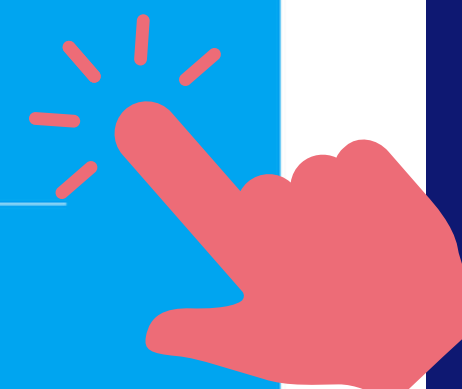
LinkedIn LIVE

Insights Tailored to Offshore Teams

Ask Your Question LIVE

Ask Your Question *

Send Question Live



Let's Get Down To It

- **What Business Development Is and Is Not**
- **Finetuning Your Expectations**
- **Techniques You Must Know & Understand**
- **Getting Results in 3 Days- Special Offer**



Check Out Freebies

www.eliteprecisionconsulting.com

FREE

Positively Proven

Get all 10 techniques and simple ways to implement proven methods in attracting U.S. clients

FREE

DATE

How do you really date the client so that you can increase compensation?
Access recording from **How to get HIGHER COMPENSATION while working with U.S. clients**

**SPECIAL
OFFER**

LETS CALL CIARA

Creating the reality you

**DESIRE
DESERVE
EARNED**

WHAT IT IS

Business Development

LONG TERM COMMITMENT

From planning, strategizing, executing and monitoring, this is a task that is not to be considered a one and done effort

EVOLVING & EFFORT DRIVEN

The methods will continue to change and evolve as technology, business needs and disruptors are exposed. What you put in is what you will get

MAGIC GENIE

Even with experts, making a one time payment will not mean instant clients and business

FOR EVERYONE

Some are best utilized in operational settings while others in client facing. So you must know your role and accept it so you do not continue to hinder your company's growth

WHAT IT IS NOT



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Finetuning Your Expectations

Without proper research on your target market you may believe that your business development plan is seamless and fool proof.

1

Healthcare

How many RCM companies are in the US and what are their offerings/differentiators?

What software are disrupting the industry?

2

IT Services

What are clients seeking in relation to IT solutions?
For your target market, are they ready to embrace AI driven solutions or need more education?

3

Virtual Assistant

What softwares are now able to perform the tasks of a Virtual Assistant?
What do you need to leverage in order to make your mark?



Attracting a U.S. Client

What You Must Know



Deep Dive of Self

What are you really offering/ passionate about/ an expert in?



Market Research

Is there a market for what you are offering?
If so, what do you know about it?



Competitors

Who is doing what you can do better, faster, cheaper or more efficiently?



Communication

Can you easily communicate to a client what you know, amplifying what you offer and how it can benefit them



Attracting a U.S. Client

What You Must Know



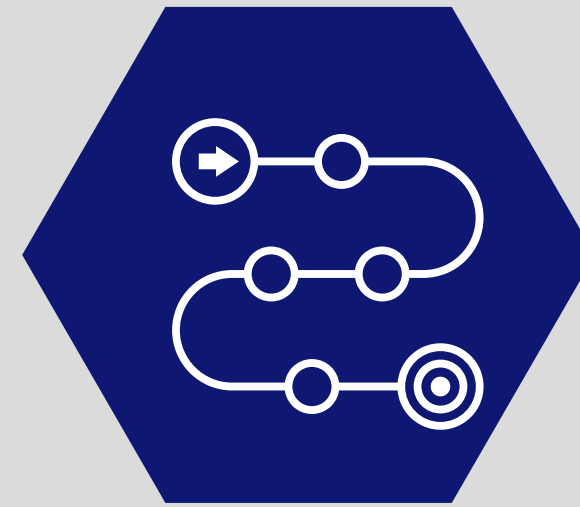
Educate Not Sell

Are you educating your market on impactful topics that are happening now and what is to come?



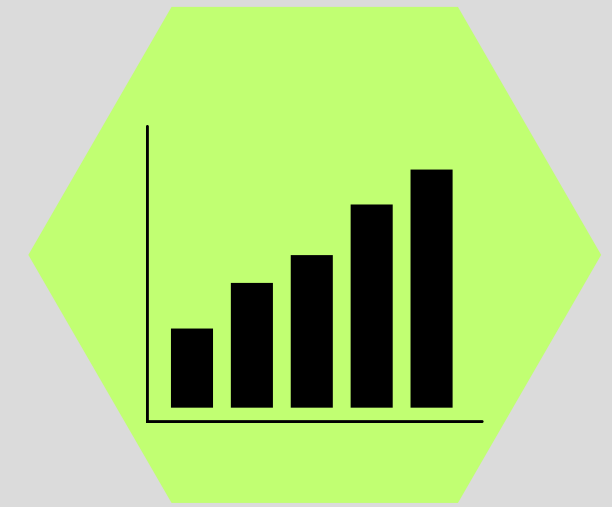
Content Curation

When a client searches for you, what do they find? Can they learn something from what they read about you?



Automation

Do you have a system or process that flows when a client is engaging and ready to move forward with you?



Continuous Improvement

Can the client easily visualize how your work will impact their operations and how you will ensure it continues to get better?



Attracting a U.S. Client

What You Must Know



Whose Your Face

Who will the client speak with, engage with and communicate with throughout their onboarding



Find the DMs

Are you communicating with the decision makers or the dreamers? Whose buy-in do you have?





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com



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International Consulting



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Freebies will be emailed to
the address provided

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Let Us Help

Complete the form
below to claim your
freebie

Full Name *

Company Name *

Website

Email Address *

What sector are you currently serving in? *

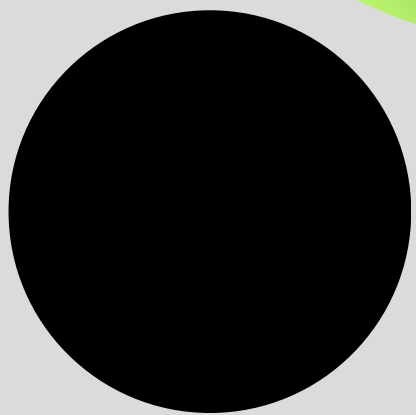
Healthcare

Information Technology

Construction

Fintech





Increasing Your Compensation

Go out on a date.... from the first time you engage with a client through contract signing

Due Diligence
Assessment
Tweak
Educate

Value Over Vows

It doesn't matter how many words or promises you're making you must show value and proof that you are the expert. Showing your years of experience means nothing if you don't understand how your client is impacted by their competition

Clients are not impressed with your tenure if you cannot show how you've evolved and capitalized on opportunities for your clients.

**Experience vs
Expertise**



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Are you seeking to expand or collaborate globally with other companies/clients/customers? *

- Yes
- No
- Not quite sure

Which freebie would you like to take advantage of today? (Check all that applies) *

- Positively Proven
- DATE
- Let's Call Ciara (15 min consultation)

If you wish to speak to Ciara, please elaborate on your goals and how she can be of service

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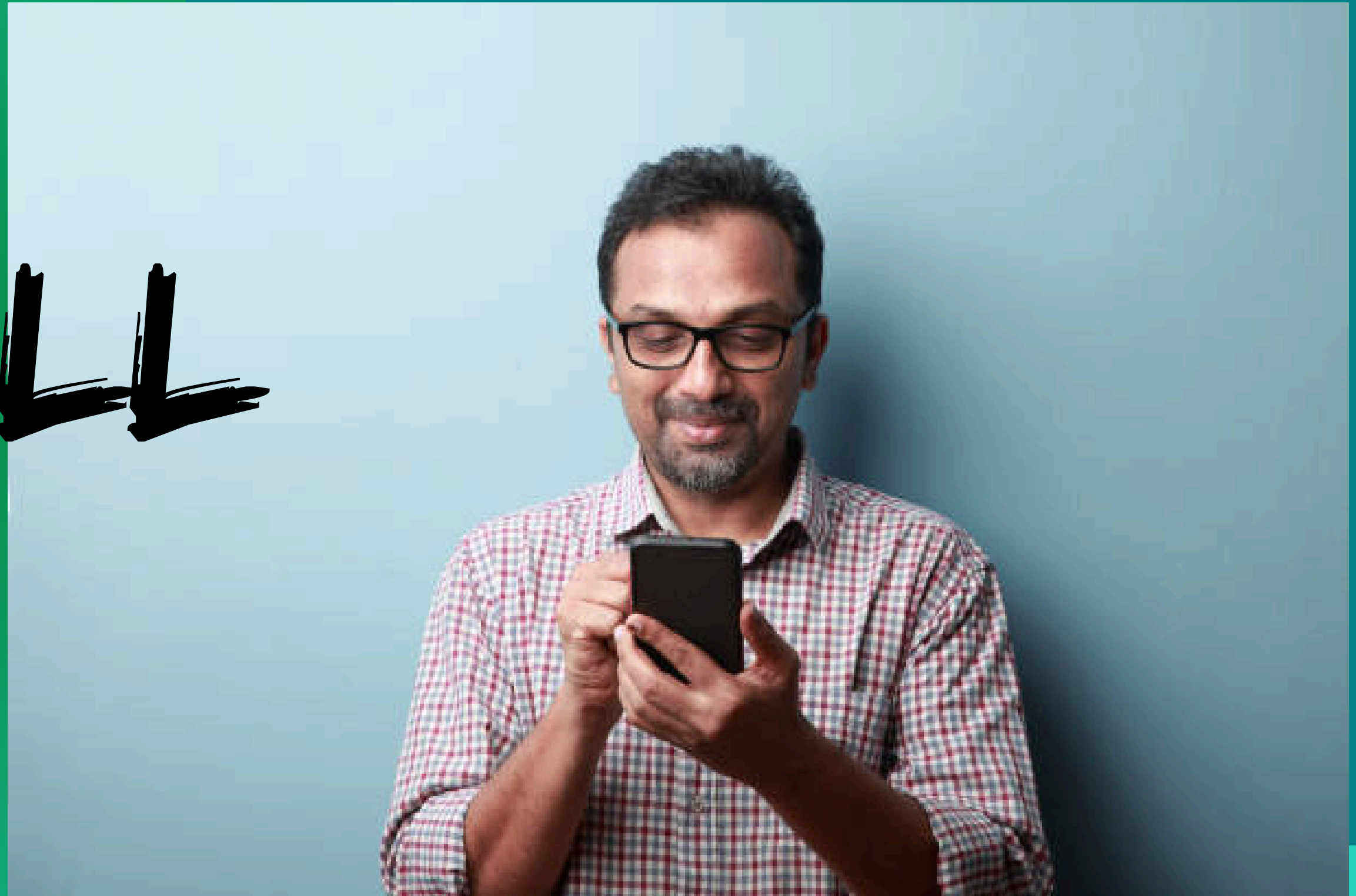
Send It My Way 😊



MANIFESTING BUSINESS SERENITY

Special Offer
LETS CALL

CIARA



EXECUTE NOW

WHAT TO EXPECT

15 MINUTE JAM-PACKED CONSULTATION

- STEP 1** Visit eliteprecisionconsulting.com
- STEP 2** Click on International Consulting
- STEP 3** Complete Request Form and check [LetsCallCiara](#)
- STEP 4** Receive email & schedule time
- STEP 5** Align. Execute. Actualize.

Is This For You???

Strong expertise and resources yet limited budget for business development. Good listening skills, strong work ethic and ready to execute immediately.

Value Offering

Customized Content under \$50

Vetted Client List under \$100

Lock-In customized profit-sharing business development model



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Q&A Session

LET'S DISCUSS

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