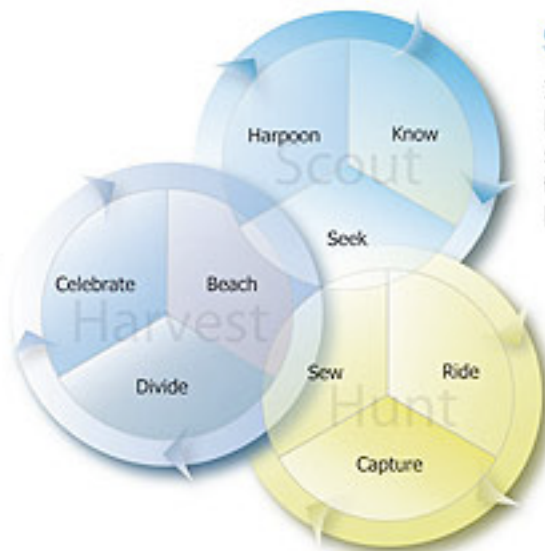


The Whale Hunters Process™

Whale hunting focuses on developing a specialized sales culture inside of your company that allows you to optimize your ability to catch and harvest whales. This dramatic shift in thinking precipitates explosive growth of your company's revenues and market position.

Harvesting

Harvesting brings sales and non-sales departments together in an integrated process that ensures you harvest your whale effectively, efficiently, and harmoniously.



Scouting

It all starts with knowing who you're hunting. With a focus on market and sales research and the creation of a target filter, scouting guides you to know, seek and harpoon whales.

Hunting

Hunting focuses on communicating with, pitching, and securely closing your ideal whale accounts.