

# ***90-DAY REVENUE SPRINTS***

**MAVERRIK<sup>®</sup>**

## Are you ready to join me on a no nonsense journey to growing your sales in 90-days?

We'll work together in our programmes using our **Maverrik Methodology** to make you sales. We've helped thousands of businesses achieve results without ever having to use paid ads or cold calling.

Let's do this together and let's do it **NOW**.



Dean Seddon  
Founder, **MAVERRIK**

**MAVERRIK** has been training, consulting and coaching businesses since 2014. Every month we help more than 1000 businesses online using our webcasts, online platform and in-house offering to corporates.

**Our mission is to help one million businesses to grow their margin, revenue and profit.**

PROFESSIONAL  
beauty

KPMG

amazon

Microsoft

Statkraft

SUCCESS  
RESOURCES  
YOUR LEARNING PARTNER

Sanlam

vodafone

Smurfit Kappa

apetito

# RESULTS



## 25k invoiced and £600k in annual revenue

I've closed 6 new clients and 20 enquiries in 13 weeks from Maverrik's training. Awesome group of people. Our new clients will spend circa £600k with us in the next year.



## Just after 3 weeks working with...

Just after 3 weeks of working with Maverrik on my LinkedIn, I was able to close a deal of \$1.5 million.

27k not bad for a few LinkedIn Posts 5:33 PM

Type a message



### Gavin Dowd

8k+ sales on LinkedIn since Nov 2019, from zero sales, following your course. I'm not on the platform all the time.

6 h Like Reply



## More inbound enquiries in 7 days that the whole of the previous month

Since our first call with Dean, we adjusted our messaging and have had more cold inbound enquiries and conversations in the last 7 days that in the whole of the previous month.

LinkedIn post - call booked in 24 hrs  
- £6800 +VAT 5:33 PM


Awesome 5:20 PM ✓✓

Type a message



Type a message



An aerial, high-angle view of a city skyline, rendered in a light, monochromatic style. The buildings are silhouetted against a background of a grid of small, light-colored circles. The text is centered over the image.

Revenue Sprints are Maverrik's main programmes for business owners, sales professionals, and digital marketers.

Our programmes combine a series of sprints to increase margin, revenue, and profit in a 90-day period.





WE'VE HELPED OUR MEMBERS GENERATE MORE THAN

# £12 MILLION

IN NEW BUSINESS IN THE LAST YEAR

Revenue sprints are based on Maverrik's proprietary methodology which combines the best of marketing with the best of sales, to refine your value proposition, strategy, and tactics to leverage digital platforms to achieve results in 12 weeks.



Who are these programmes for?

## ACCELERATOR

Business Owners / Solopreneurs looking to generate new business.

## VELOCITY

A Small team looking to develop their digital presence and generate visibility and inbound enquiries.

## MOMENTUM

Larger teams focused on sales, hitting sales targets and want to improve their results.

# WHAT OUR CLIENTS SAY



## Easy to follow and rapid impact

Brilliant straight forward teaching that us easy to follow even if you are not very IT savvy. The team are really helpful and everything is personalised to meet your particular interests. I started seeing the impact within 3 weeks or starting even though I could not put all the advice into practice immediately.



## Maverrik's process and training helped...

Maverrik's process and training helped me and my company get phone calls with potential clients. This was during lockdown. It worked really well. Their process is relational, and non-pushy and I have found it extremely valuable for our business. I would rate them 6 out of 5 stars if I could.



## This is the second course I've done...

This is the second course I've done with Maverrik and I couldn't be more impressed. Cutting edge content delivered in a relaxed, friendly way, by a genuinely caring and very likeable team. Several times I've felt I've got my money's worth in just one session. I couldn't recommend them any more. If you're thinking about working with Maverrik, do it.



## A fantastic learning experience

I've been training with Dean and his team on the Accelerator course for a few months. It's amazing value for money, in fact, it's quite brilliant.

The results I am getting are really positive. The engagement that my profile now gets is superb, and the new business connections that I am making are really pleasing.

What I like the most is that Dean and his team, are obsessed with helping you win new business through LinkedIn.

Their commitment to your success is something to behold. This is unlike any other training course I have ever been on. In fact, it's the best training I have ever done in my 30 years in my industry.



TrustScore 4.9

# Why Revenue Sprint programmes?

It can take time to learn a new skill and it can take a lot of work to change habits and behaviours, our sprint programmes help you focus in doing things differently, it holds you accountable for the taking action and you have support to make it happen through coaching and the community of members.

## Value Proposition Sprint

Build your value proposition into a tool you can use to demonstrate your value. Without the value proposition you will find it hard to articulate and for the prospect to understand the value you can deliver.

## Prospecting Sprint

Create two-way conversations with prospects, booking meetings and sales calls. Creating conversations on digital platforms is an art-form. This sprint will teach you how to create conversations with anyone.

## Webinar Sprint

Webinars are a great tool for building trust and moving a large volume of prospects further into your sales process. This sprint will help you design, promote, and run the webinar, which gets the right people and find the people who want to buy.

## Content Marketing Sprint

Content can generate clients if you leverage it the right way. Use it to help people see why they need you. This sprint will teach you how. Generate interested prospects just from creating content.

## Margin Sprint

This sprint is about engineering margin by 'premiumising' your offering to attract higher value clients who are prepared to pay more for a higher quality, more exclusive or a more valuable service.

## Sales Sprint

This is a highly focused sales sprint for sales professionals with a revenue target. This sales sprint is for those who wish to hit a sales target in the 90-day period. Before embarking on this sprint, it is recommended you have some sales experience.

## Land & Expand Sprint

Create a simple offering that can onboard clients. This sprint uses a 'gateway service' to help you 'land' large complex clients quickly and efficiently, so you can 'expand' your relationship.

## Thought Leadership Sprint

How to grow your personal and company brand, visibility and influence using digital platforms. Ideal for CEOs and businesses looking to increase their visibility and take a market leadership position.

## LinkedIn Sprint

Leverage LinkedIn to increase your marketing reach, generate leads and close clients. Implementing social selling techniques to create more conversations leading to more high-value sales. Growing your network and generating more clients.



# THE OVERVIEW

## POSITIONING

Defining your go-to market strategy

Optimising you for your market

Developing your offer to your audience

The Land & Expand Strategy of Selling



## ROADMAP

Developing your sales process and finding your prospects

Creating your stranger-to-a-map

Choosing the path you'll take to the sale (Channels)



## ATTENTION

Developing your content for attention.

Training on the social media and tools to get in front of more prospects.

Developing your scripts for selling.



## INTENT

Understanding Intent it is impact on your sales conversions.

Building your Intent Based Content

Leveraging intent for your benefit.



## RESULTS

Creating you workflow and activity plan for results

Ensuring your pipeline sufficient for speed of sales

Building a long term pipeline.



*We cover everything you need to achieve revenue in 90-days, the only thing you need to bring is yourself and elbow grease*

# REVENUE SPRINT PROGRAMMES

## ACCELERATOR



Result / Goal Setting Session

Live Group Training & Support

Digital Training Library

Monthly 1:1 Goals Review / Coaching

~~Weekly Team Coaching~~

~~Telephone / Email / On-demand support~~

~~Customised Weekly Training~~

~~1:1 Asset Creation, Messaging & Content Support~~

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**£2,900**<sup>PP</sup>

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## VELOCITY



Result / Goal Setting Session

Live Group Training & Support

Digital Training Library

Monthly 1:1 Goals Review / Coaching

Weekly Team Coaching

Telephone / Email / On-demand support

~~Customised Weekly Training~~

~~1:1 Asset Creation, Messaging & Content Support~~

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**£8,750**

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## MOMENTUM



Result / Goal Setting Session

Live Group Training & Support

Digital Training Library

Monthly 1:1 Goals Review / Coaching

Weekly Team Coaching

Telephone / Email / On-demand support

Customised Weekly Training

1:1 Asset Creation, Messaging & Content Support

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**£2,075**<sup>PP</sup>



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\*For larger numbers of participants or bespoke programme, please contact us.

\* Prices exclude VAT / Sales Tax where applicable.

**Want to know more?**

**MAVERRIK<sup>®</sup>**

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