

STARTUP  
\$100 MILLION  
\$1 BILLION

# UNLOCK GROWTH ACCELERATORS



## SERVICES

WIN WITH DIRECT SALES & MLM

THE **EXPERTISE** YOU NEED

- Management & Leadership
  - Executive Training, Advisory, Mentoring
- Marketing & Strategy
  - Concept Review, Financial Modeling
  - Market Research, Web Strategy
  - Branding, Design, Product, Packaging
- Recruiting & Sales
  - Sales Pathways, Selling Systems & Tools
  - Compensation Plan Design
  - Recruitment Strategies & Programs
  - Field Training, Events, Recognition
- Customer Service & Rep Support
  - Customer & Rep Journey Mapping
  - Customer Service & Rep Support
  - Onboarding, Contact Center, Metrics
- Technology & Implementation
  - Software Selection & Implementation
  - Enterprise Technology Integration
- Operations & Business Processes
  - Business Rules, Processes & Checklists
  - Enrollment & Order Processing
  - Payment Processors & Processing
  - Supply Chain, Inventory, Warehousing
  - Fulfillment, Commission Processing
  - Staffing, Staff Training & Development
- Administration & Legal
  - Finance, Capital & Funding, Sales Tax
  - Legal, Regulatory, Project Management
  - Field Compliance & Certification
- International Expansion

TRAINING, WORKSHOPS & COACHING  
BUSINESS REVIEWS, CONSULTING, ADVISORY  
PRODUCTS, TOOLS & SUBSCRIPTIONS

"Our company **grew from launch to \$1.3 billion in less than four years** with a huge credit to ServiceQuest for guiding us through the unexpected complexities of direct selling."

Mark Stidham, CEO LuLaRoe Women's Apparel

# SERVICEQUEST®

GLOBAL CONSULTANTS FOR DIRECT SELLING

TEL: 208.529.9698

www.servicequest.com

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## Your Strategic Inflection Points

WIN WITH DIRECT SALES & MLM  
THE **EXPERTISE** YOU NEED

- Startup & Emerging
  - Proof of Concept
  - Sales & Recruiting Strategy
  - Complete Launch Support
- Fast Growth
  - Scaling, staffing, business operations
  - Executive Development
  - Technology Evolution
  - Systems and Processes: Best Practices
- Plateau and Down-turn
  - Cash and Capital Strategies & Resources
  - Revitalization & Turn-around
  - Expansion & Innovation Strategies
  - Compensation Plan Renewal
- International Expansion

## QUARTERLY ADVISORY AND MENTORING

## PREMIUM PACKAGED SERVICES AND SYSTEMS INCLUDE:

- Starting and Running a New Direct Sales / MLM Business
- Compensation Plan Review and Design Services
- Advanced Technology Support
- Executive Training Workshop
- Distributor Journey Map & Onboarding
- Customer Service Systems and Advanced Training
- Field Compliance Training & Monitoring
- Many More Packages

Judging by our first *\$1 million dollar month*, you guys were truly a gift from the heavens!  
We couldn't do it without you.

Lillian Coleman, **Grew Bomb Party from "garage launch" to strong momentum in a year**

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# THE PARTNERS

WIN WITH DIRECT SALES & MLM

THE **EXPERTISE** YOU NEED



**Terrel Transtrum**, Founder/CEO

*I believe that life is messy, and there is purpose in the challenge. Most of us are not achieving the kind of growth that allows us to be as fulfilled and generous as we'd like to be. I guide you through the complexities of direct sales and show you how to unleash the growth accelerators.*

**Terrel's Extreme Specialties:** Assessment & Strategy, Executive Mentoring, Customer Service Systems, Policy Administration, Distributor Compliance, and Growth Accelerators

*The pinnacle of my career is to guide entrepreneurs and executives through the complexities of planning and launching direct sales companies; navigate sales and recruiting challenges during down-turns; and build the confidence to achieve all that can be accomplished with direct sales when it's done right.*

**Craig's Extreme Specialties:** Launching New Companies and New Channels, Board Room and Advisory, Sales and Recruiting Strategies and Systems including Expert Search and Placement of Direct Sales Executives



**Craig Fleming**, Partner



**Tim Transtrum**, Partner

*Business owners and executives want expert training, integration, and ongoing support to get the most out of their direct sales technology. Most are left alone to make vital software decisions, and once the software sale has been made, they are left alone to make technology work. From startup to billions, tech must work for the business, not vice versa.*

**Tim's Extreme Specialties:** Business Process Management, Business Rules Commission Processing, Payment Systems, Supply Chain, Tech Selection Implementation & Integration, International

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