

**Small Business Sales Force**  
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## The specific type of business model we are seeking

Below is a generalized description of small business clients we are seeking to represent. For those companies that fit into this description, they can be assured Small Business Sales Force will provide excellent outside sales representation at a cost that is within their budget.

***Aggressive Growth Strategy.*** The business must have an aggressive but realistic growth strategy. By way of example, if the business were doing \$30,000 a month in gross sales after being in business for 3 years, then seeking to double that number in another 18 months would be aggressive and realistic.

***Large Market Share.*** The business has to provide a product or service that; (within a specific territory) a substantial number of clients are available. A business that produces a product or provides a service so specific that only a handful of companies would qualify as prospects cannot fit within our system.

***Sizable Existing Client Base.*** The business has to already deliver their product or service to a sizable client base. Since each business has a different selling price and gross profit margin, we are not looking for one specific number. We simply are looking for those companies that can afford to pay a minimum of \$1,500 in commissions based on existing sales.

***B to B Sales.*** Although the business may have retail customers, we can only work with companies whose primary focus are business clients.

***Localized territory.*** We can only accept clients whose product or service is bought by business clients who are located within Northern California. At this moment, we are willing to do business with clients whose customers stretch no further than Fresno to the south, Reno to the north, Monterey to the west. Ideally, we are seeking clients whose customers reside in Yolo, Placer, Stockton, Sacramento and Solano counties.

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**“Professional Sales & Marketing for the Small Business”**