strategic networks group
the broadband economists

broadband checkup

8 Steps To Capturing the Small Business Market

1. Offer the Broadband Checkup to small businesses.

2. Advertise the Broadband Checkup's availability.

3. Small businesses take the online Broadband Checkup.

4. SNG produces scorecards for participating businesses.

5. You deliver the scorecards to your prospects and customers.

6. Review the missed opportunities and revenue opportunities on the scorecard.

7. Establish a long-term, loyal customer base among your region's most profitable customers - businesses.

8. Separate yourself from the competition as a community partner.

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