



Want more sales? Meet more prospects.

WE CAN HELP!

OUR SERVICES

You know you can close sales when you're in front of the right prospects, you just need to meet more of them. If your team either doesn't have the time, the talent or the desire to get more executive doors open, let's talk.



Door Opener[®] Service

Through personal interactions, our Professional Door Openers land executive level meetings for you using Superior Sales Messaging and the right approach. This saves you time and provides the foundation for success.



Superior Sales Messaging

When you say the right words to the right people, doors open sooner and sales close faster. We'll build the right sales conversations for you with our messaging methodologies: Moment of Yes[®] and Kopp GAP Method of Sales Messaging[™].



Coaching & Seminars

Our experts diagnose and resolve sales issues and lead seminars on key topics to accelerate sales team success.

EXTRAORDINARY DOOR OPENERS

Kopp Consulting has a team of exceptionally talented and experienced business development sales professionals consisting of seasoned Door Openers[®], those rare sales hunters who love the part of the job most others hate, Sales Messaging Strategists, who apply deep business development experience to create compelling language, and Researchers who use the best tools to find the unfindable. Together, our team helps clients meet more prospects, so our clients have more opportunities in their sales pipelines.

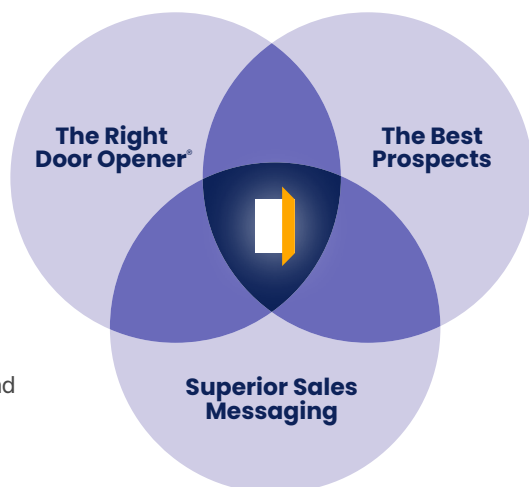
As a Door Opener[®] client, you will have...

- ✓ consistent new meetings with the right decision makers,
- ✓ more time to focus on nurturing relationships and closing sales,
- ✓ greater control over the kinds of opportunities you pursue,
- ✓ sales messaging which is continuously market-tested for effectiveness,
- ✓ insights into why prospects say yes or no to meetings, and
- ✓ a strategic partner to keep prospects engaged and help move stuck sales to close.

WHY KOPP CONSULTING WORKS

The combination of the Right Door Opener, the Best Prospects and Superior Sales Messaging leads to more meetings and more opportunities to close.

For over 20 years our team has been opening the right doors and helping clients grow sales. It's your turn now!



"What really surprised me about the Door Opener® Service was the quick return on investment. We were able to immediately go to the top companies we were targeting: Ford, Chrysler, BMW, etc. and get appointments."

– Angela Margolit, client

Your best closers close more

Many companies face a consistent sales challenge. Sellers either don't have the skills to get in the door or are too busy closing sales to find the time to effectively research and consistently contact new prospects. The Door Openers® at Kopp Consulting solve this problem by managing the process and getting you invited to meet "important win" prospects at hand selected companies. Your best closers have the opportunity to close more when we open the doors for them.

Proven methodologies

Most companies spend very little time developing their sales message and making sure it works. Kopp Consulting has made a science out of it! Our trademarked sales messaging methodologies, The Moment of Yes® and Kopp GAP Method of Sales Messaging™ capture the attention of the right prospects and move them through the sales process from opening doors to follow-up to objection responses to closing to growing current client and Center of Influence relationships.

Take it from the experts

Leading experts in sales and leadership have endorsed Chief Door Opener® Caryn Kopp and Kopp Consulting programs. Jack Daly, International speaker and author on sales, recommends the Door Opener Service to sales leaders to leverage their best closers' valuable time. And Verne Harnish, founder of Gazelles, Scaling Up and the Entrepreneurs' Organization (EO) introduced Caryn to over 300 CEOs as "the guru in the room" referring to her ability to get her clients more of the right meetings.



Sales Outsourcing
Provider of the Year
KOPP CONSULTING, LLC



Entrepreneurs'
Organization



Let's talk about
GETTING YOU A DOOR OPENER

Call us today! 908.781.7546