

Elevate Your Sales Career

Joining the Strategic Sales Council offers unparalleled value for sales professionals. Through quarterly face-to-face networking, bi-monthly 90-minute meetings, and monthly content, members gain essential skills, refine processes, and address challenges collaboratively. Engaging with peers in manufacturing, distribution, rep businesses, and professional services, members build valuable connections and share strategies. Annual skills evaluations and on-demand one-on-one coaching sessions ensure comprehensive support. This system equips sales professionals with the insights and tools needed to achieve exceptional sales outcomes consistently.

Deliverables



Strategic Sales Council

Annual Membership

Standard Plan Monthly*	\$550	SCSP1
Coaching Plan Monthly*	\$750	SCCP1

* Standard Plan includes deliverable items 1-7 from page 1 and the Coaching Plan includes items 1-8. These plans are for one individual only and require a one year commitment. Annual agreements are debited at the start of the program and monthly agreements are debited each month.

BENEFITS

Participation in the Strategic Sales Council is an investment in long-term professional success. You will engage with a select group of peers committed to sharing knowledge, solving problems, and supporting each other's growth. The Council is designed to provide advanced skills development, strategic insights, and exclusive networking opportunities.

1. Accelerated Sales Performance

Through targeted training sessions and practical peer workshops, members refine their techniques, shorten sales cycles, and consistently achieve — and exceed — revenue goals.

2. Strategic Network Expansion

Curated networking events facilitate meaningful connections with industry leaders, decision-makers, and high-performing peers, creating new opportunities for business development and professional growth.

3. Enhanced Problem-Solving Capabilities

Peer-driven workshops provide a collaborative forum to address real-world sales challenges, equipping members with actionable solutions and strategic approaches to complex issues.

4. Continuous Professional Development

Regular exposure to advanced sales strategies, industry trends, and peer best practices ensures members maintain a competitive edge and adapt proactively to evolving market conditions.

THE NEXT STEP (TNS) TERMS AND CONDITIONS

Engagement: TNS is an independent contractor and not an employee, partner, agent, or joint venture with the client.

Scope of Services: TNS will provide services as described in the Statement of Work (SOW). Any changes to the SOW must be submitted in writing.

Effort & Supervision: TNS determines the necessary effort to perform the Services and decides how, when, and where to perform them. The client cannot control the means, manner, method, timing, or location of TNS's performance.

Term: The Agreement starts on the Effective Date, lasting one year, and renews automatically unless terminated. It continues until Services are completed or terminated.

Billing & Payment Terms: Monthly billing in advance for retainers, milestone billing for projects, and semi-monthly billing for time and materials, all due within 30 days. Payments in U.S. dollars; no credit cards.

Compensation: The client pays as per the SOW. Hourly rates may change if the SOW changes or additional services are added.

Independent Contractor Relationship: Both parties, TNS and the client, are independent contractors. No employment, partnership, franchise, or joint venture is created.

Termination: The agreement can be terminated either by mutual consent, without cause and with 60 day written notice before the end of the term, or by either party, for cause and

immediately with written notice. Early termination by the client requires payment of liquidated damages.

Intellectual Property: No IP rights are transferred. TNS retains ownership of inventions/works, except the client's Confidential Information.

Retention of Data & Deliverables: TNS will provide copies of data and Deliverables during the Services. Upon request within 30 days after termination, TNS will make data available for export at a cost, and after 30 days, TNS may delete or destroy all copies of the client's data unless legally required to maintain them.

Restrictive Covenants: Both parties keep Confidential Information private. The client won't solicit TNS employees/contractors for two years post-termination. Breaches may lead to legal remedies.

Standard of Services: TNS shall uphold quality workmanship in the performance of all Services.

Warranty Disclaimer: TNS disclaims all warranties. The client acknowledges no warranty or advice on outcomes.

Indemnification: The client indemnifies TNS for losses from the client's actions/breaches. TNS indemnifies the client for losses from TNS's actions/breaches.

Limitation of Liability: TNS's liability is limited to the amount paid by the client in the last six months.