

10

THINGS TO
KNOW

ABOUT SELLING
BROADBAND

PRESENTED BY:
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1

ARE YOUR
CUSTOMERS
MAKING
ASSUMPTIONS

ABOUT THE
SERVICE YOU
PROVIDE?

2

ARE YOUR
EMPLOYEES
MAKING

ASSUMPTIONS

ABOUT YOUR
CUSTOMERS?



3

ARE YOUR
CUSTOMERS
CONFUSED
SELF-CONSCIOUS,
OR AFRAID OF USING
TECHNOLOGY?



4

DO YOUR
CUSTOMERS
UNDERSTAND
HOW THEY ARE
USING THE
NETWORK?

A close-up photograph of a black spray nozzle emitting a powerful stream of white water onto a lush green lawn. The water is captured in mid-air, creating a misty spray. The background is a soft-focus view of the grass. A dark blue diagonal overlay covers the right side of the image, containing white text.

5

**DO YOUR
CUSTOMERS
UNDERSTAND
THEIR
BROADBAND
SPEED OPTIONS?**



6

**DOES YOUR
CUSTOMER HAVE
THE RIGHT
EQUIPMENT
TO HANDLE THE
JOB?**



7

ARE YOUR
CUSTOMERS
OVERWHELMED

WHEN SHOPPING
FOR YOUR
SERVICES?



8

DO YOUR
EMPLOYEES

REALLY

UNDERSTAND
YOUR BUSINESS
MODEL?

A man and a woman are in a barn. The man is standing behind the woman, smiling and resting his hand on her head. The woman is sitting on a wooden post, smiling, and looking at a white laptop. In the background, there are several black and white cows in a stall.

9

ARE YOUR
CUSTOMERS IN
NEED OF

SECURITY SYSTEMS

OR LIVE
MONITORING?

10

DO YOUR
CUSTOMERS
KNOW ABOUT THE
MANY ONLINE
RESOURCES
AVAILABLE TO
THEM?

?

Questions? Contact Me!

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