



What challenges face your Intermediary Sales Division?

Momenta b2b – Intermediary Sales Solutions

How do you:

- achieve a greater market share through your distribution strategy?
- ensure the greatest return from your interaction with intermediaries?
- determine and instigate best practice across your operation?
- ensure your people really understand intermediaries' businesses?
- focus your operation on the tasks that will secure business and profit?
- motivate and inspire greater performance?

Momentab2b specialises in the intermediary distribution channel and provides business consultancy and training solutions specific to each client's needs. We assist companies in obtaining the maximum return from their intermediary distribution channels.

We advise on key strategic, sales, management and service issues, and provide the capability to implement appropriate projects or training initiatives. Offering a blend of experience, energy and creativity in the challenging and competitive world of intermediary sales, we are able to tailor solutions that address your individual business needs.

Our expert team of experienced intermediary sales professionals provides practical advice, ideas and support to help clients obtain a competitive edge in an opportunity rich yet hotly contested marketplace.

We deliver this through:

- Our experience and knowledge of your marketplace.
- Practical consultancy advice and support
- Market specific tools and processes
- Training design and delivery solutions

Our proposition includes the following core service areas;

Core Account Management	Advanced Account Management	Telephone Account Management	"Realplays" – Real world roleplays
Management Development	Developing High Performing Teams	Customer Service	Technical Training

www.m-hl.com/b2b



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The **Momentab2b** team all come from an intermediary sales and management background; many with both Life Company and intermediary experience. This enables us to offer support that is born out of a true understanding of your marketplace.

Our approach, both pragmatic and straight forward, is driven by a desire to produce results for your business. We look to share our experience and knowledge with you so as to provide you with leading edge, measurable solutions.

Momentab2b also aims to ensure that the expertise we provide is, wherever possible, transferred to the appropriate individuals in your business. In this way we can assist in the development of staff whilst still providing immediate results.

Our approach is practical and we believe refreshingly straightforward; it is driven by a desire to produce results for your business.

What some of our clients say about us:

"Momenta is not just a training programme, it is a culture in how to develop your business by investing in your people. A very worthwhile investment."

"Often training can be theory based and not pitched in the real world, but momentab2b's delivery was relevant, realistic and easy to implement.."

"Momentab2b have worked with us for over two years across all our sales teams with great effect."

"Their complete understanding of our marketplace differentiates them and what they can add to what we do."

Read more about what our clients think at; www.m-hl.com/b2b

About Momentab2b

Momentab2b is a subsidiary of Momenta Holdings, an established Advice, Training and Business Review consultancy dedicated to the financial services industry.

Since 2002 we have been providing bespoke business consultancy and training solutions for financial services companies transacting business through intermediaries.

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