

The DKM Experience Base

*Chief Executive Officer
Division Vice President
Operations Vice President
New Product Development
Purchasing Management
Marketing Management
Sales Management
Channel Management
IT Systems Consulting
Accounting Management*

We look forward to working with you.


*Call us to find out how we can help
with your issues, and to help you
achieve even more success.*



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DKM BUSINESS SOLUTIONS, INC.
Creating the business foundation
DKM Business Solutions, Inc.
14328 Arbor Ridge Drive
Charlotte, NC 28273



***PLANNING FOR AND
SELLING GREEN***

***STRATEGY
IMPLEMENTATION
TRAINING***



Planning for the Bottom Line

DKM Business Solutions, Inc. provides entrepreneurs, presidents, business owners and managers a dedicated, cost-effective alternative for the analysis and implementation of issues facing their business.

Our services are tailored to the needs of each client supported by years of experience in:

- General Business
- Sales & Marketing
- Administration
- Business Development
- Project Management

Areas of support:

- Business & strategic planning
- Market & Sales support
 - Marketing strategies
 - Marketing communications
- Business Development Strategies:
 - Product & service improvements
 - New products & service offerings
 - Portfolio strategies

Need a Competitive Advantage

Talk to us about a plan for improving trade partner relationships or Demonstrating Added Value

Task list too long Not enough people!

- Consider DKM for project outsourcing
- Working as an extension of your team
- Special events, promotions or conferences
- Short term project or contract assignments

In a competitive market environment, a key strategy is **Differentiation**.

Today a key differentiation factor is having a **Be Green** program. Critical questions are (1) **How Green Should I Be?**; and (2) Can I demonstrate my **Green** product?

DKM provides awareness education and training for builders in assessing a **Be Green** strategy.



DKM will work with the management team with interactive sessions designed to get to your strategic goals in a **Be Green** market. Once the goals are defined and implementation plan is put in place. DKM will assist with implementation and process training on selling Green with the sales, marketing and design center team.

This may also involve key trade partners.

PLANNING FOR AND SELLING GREEN

Shades of Green

Call us: 704-504-9115
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A **Be Green** strategy has a base foundation in sound building science principles and a focus on Building High Performance. Within these strategies is the development of a **cavity fill insulation system** for energy and comfort performance. We will help put integrated tools in place to support selling homeowner value behind the walls.

Training & Awareness Sessions



Designed to provide business related education for your team.

Planning to Be Green Shades of Green

- How Green Should I be?

Building High Performance Selling Value Behind the Walls

- Selling cavity fill performance

Selling High Performance

- For sales and the design center

Sales Planning & Training Behavior Types @ Work

Other topics on request.
All sessions are custom and scheduled to your needs.

BUILDING HIGH PERFORMANCE

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www.dkm-solutions.com