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## Reforming Programme

Document: IL08

Within this stage, indigo leaf transfers the knowledge and experience gathered through the first three stages and conduct sessions with the client to identify where changes would and should make the greatest impact. It is critical at this stage to have the collective stakeholders engaged.



The reforming programme starts with a presentation of the evidence from the indigo leaf team to the client's key stakeholders, within the presentation several proposed refinements are tabled for discussion. A workshop is then facilitated to identify how the refinements are made and measured.

### Useful For:

#### Business Planning

A facilitated workshop focused on future sales goals can be an integral part of the business planning process, allowing the company stakeholders to come together and define the future goals based on the evidence and audits delivered by indigo leaf.

Cross departmental buy-in on the sales focus can aid in assuring the success of any business plan

#### Change Management

If significant change is being proposed, the successful transition can be accelerated by early stakeholder engagement, and the facilitated workshop can bring a collective appreciation of the value that the changes represent.

The facilitated workshop will provide a platform from which change management can be controlled and implemented.

#### Group Ownership

Sales Process refinement can be successful or fail based on the organisations ability to own the changes as a group.

The facilitated workshop, and the reforming programme empowers the organisation to take group ownership of the existing process, and to identify with the opportunity to collectively push for change.

indigo leaf is a boutique sales consultancy that provides a wide range of services to help support small & medium sized enterprises. The 7-stage sales process refinement programme is a collection of these services blended together to help provide immediate success and on-going support.

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