



Simplicity. Clarity. Action. Results.



trg.t is the premier advisory firm providing comprehensive services to startups & growth-stage companies.

At **trg.t** we aim to become your trusted advisor, embodying our core values of ***Integrity, Respect, Innovation, and Excellence***

Our **Implementation Support Commitment** improves your success through dedicated collaboration on your desired outcomes until they are achieved.

Making The Future Less Frightening

"We found trgt's approach refreshingly innovative. The strategies implemented have led to a 45% increase in cross-selling opportunities and have significantly expanded our market reach. Their unique blend of creativity and practicality sets them apart."



"Before engaging with trgt's Pilot Program service, we were stuck in a cycle of offering free pilots, which drained our limited cash flow and didn't yield the results we needed. Michael's innovative approach and targeted strategy completely turned our situation around. In just the first 3 months, we closed 6 paid pilots. Their expertise in understanding our unique challenges and crafting a solution tailored for us has been a transformative experience for our company."

"As a startup in digital health, we desperately needed a solid sales enablement strategy. Working with Michael at trgt, we saw our conversion rate jump from 10% to 32% in under 6 months. Their understanding of the startup landscape and simple approach has been pivotal in our success."

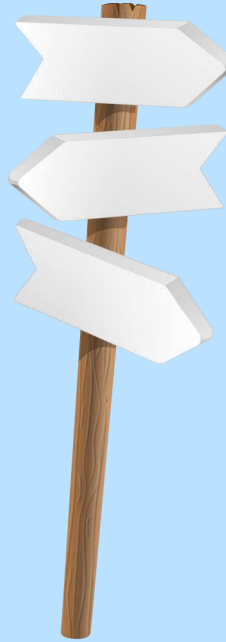


Simplicity

Simplicity distills the **trgt** philosophy, showing you how to cut through the myths and obfuscations of strategic planning and execution to embrace a powerful and comprehensive process that you can use to transform your organization.

Effective management brings clarity, accountability, trust, and focus, dramatically improving your chances of ongoing, sustainable success.

Simplicity will show you how to create that process inside your organization, ensure stakeholders' involvement, and implement strategic priorities.



Phases

| | | |
|---|---|------------------|
| DISCOVERY Uncover, Learn, Understand | ● | 2 WEEKS |
| DEVELOPMENT Retreat, Write, Rewrite | ● | 8 WEEKS |
| IMPLEMENTATION Action, Adjust, Action | ● | 12+ WEEKS |
| MANAGEMENT Measure, Review, Evolve | ● | ONGOING |



Sell What You Build

Process Optimization

A well-optimized sales process drives efficiency, improves conversion, and accelerates revenue growth.

Coaching & Performance

Building the culture and creating the environment that allows for selling to happen.

Sales Techniques

Proven strategies that will empower you to engage, persuade and close deals confidently.



Phases

| | | |
|---|---|----------------|
| DISCOVERY Assess, Uncover, Understand | ● | 2 WEEKS |
| DEVELOPMENT Compile, Craft, Compose | ● | 8 WEEKS |
| ONBOARDING Learn, Understand, Apply | ● | 2 WEEKS |
| IMPLEMENTATION Action, Action, Action | ● | 4 WEEKS |
| MANAGEMENT Measure, Review, Evolve | ● | ONGOING |

Get To Market. Elevate Your Growth



Engage
Excite
Empower
Expand

Cut Through the Noise.
Focus on Results.
That's E4!

Transforming Vision into Growth !

Phases

| | |
|---|-----------|
| DISCOVERY Assess, Uncover, Understand | ● 2 WEEKS |
| DEVELOPMENT Compile, Craft, Compose | ● 4 WEEKS |
| ONBOARDING Learn, Understand, Apply | ● 2 WEEKS |
| IMPLEMENTATION Action, Action, Action | ● 4 WEEKS |
| MANAGEMENT Measure, Review, Evolve | ● ONGOING |

The ENGAGE phase is about targeted interaction, where your message hits the mark without firing in all directions.

The EXCITE phase amplifies interest, strategically nudging prospects closer to that pivotal commitment.

Enter EMPOWER, where the magic of retention unfolds, turning customers into advocates and champions of your cause.

Finally, EXPAND opens new horizons, scaling success without losing the essence.

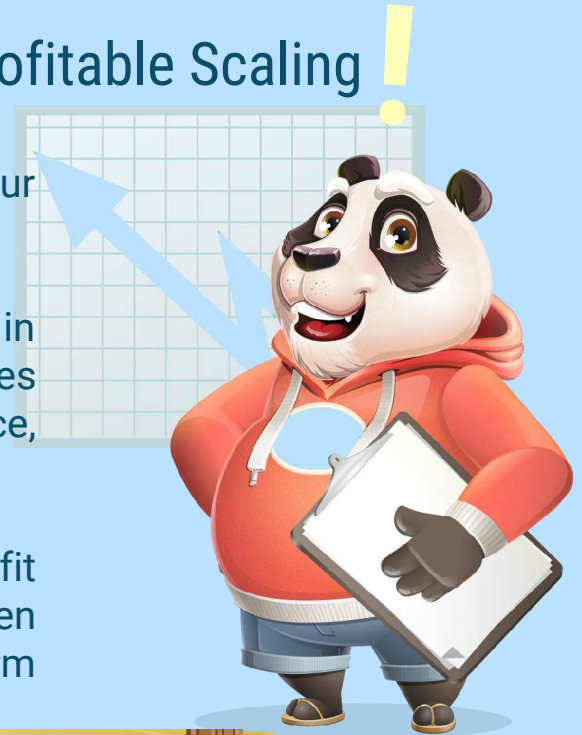
CommerceZen

The Path to Sustainable and Profitable Scaling !

Step into the realm of CommerceZen and find your peace amidst the business hustle.

Our program covers every nook and cranny in commercialisation. You'll dive into the intricacies of market research, regulatory compliance, effective scaling and SO MUCH MORE!

Whether you're a startup eyeing product-market fit or a scaleup pondering an IPO, CommerceZen offers an integrated approach for long-term success.



Phases

| | |
|---|------------|
| DISCOVERY Assess, Uncover, Understand | ● 4 WEEKS |
| DEVELOPMENT Compile, Craft, Compose | ● 8 WEEKS |
| ONBOARDING Learn, Understand, Apply | ● 4 WEEKS |
| IMPLEMENTATION Action, Action, Action | ● 12 WEEKS |
| MANAGEMENT Measure, Review, Evolve | ● ONGOING |



PandaVisor

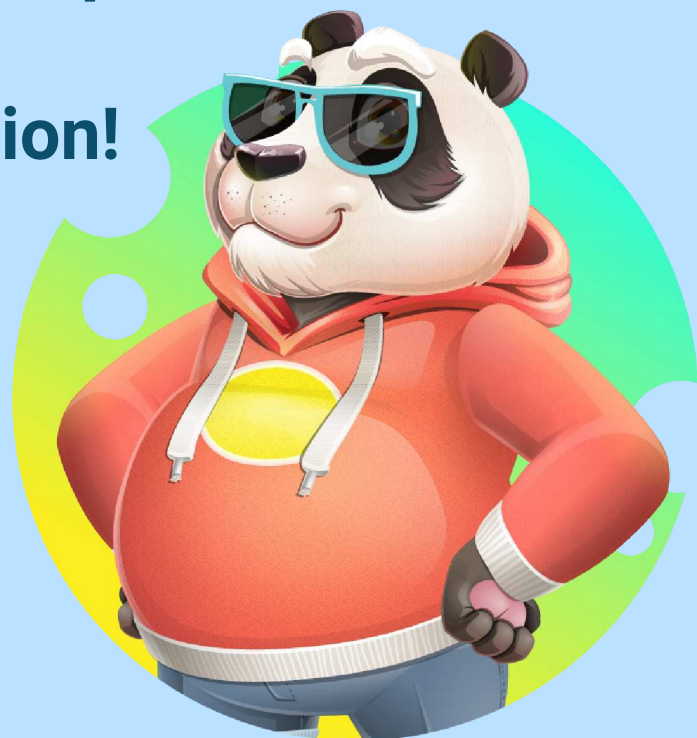
Support as Unique as You, That's PandaVisor.

PandaVisor is more than an advisory service; it's your strategic partner on the journey to success.

We leverage our practical experience to offer mentorship, coaching, and even fractional leadership.

In a world fraught with pitfalls and uncertainties, having PandaVisor on your side isn't just an option.

It's the smart decision!





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