



BUILD YOUR FIRM'S FUTURE WITH SPOT-ON ON-CALL PROPOSALS

Treat on-call proposals as must-win strategic pursuits to build your team's expertise and demonstrate your capabilities.

What Clients Want



Work turned around quickly



Streamline processes

Contract negotiation
Invoicing



Flexibility



Emergency work

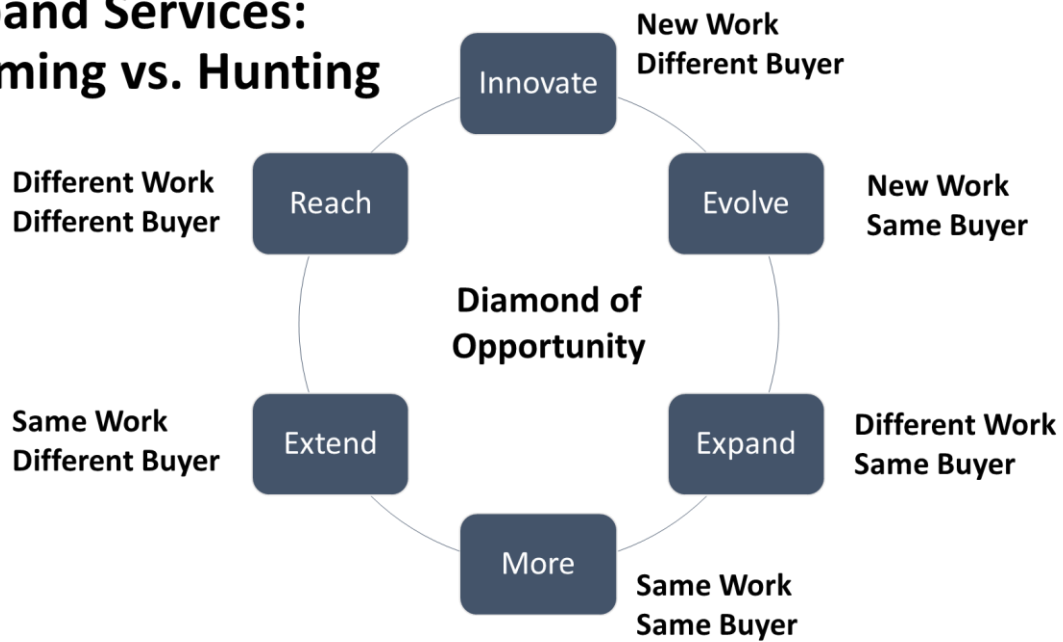


Reliable, responsive service

Spot-on Go/No-Go Questions

- Does the client know us?
- Do we know the types of projects they're planning?
- Is there an annual cap on fees?
- What are their pain points?
- Who has been on the on-call list in the past?
- Are we trying to expand services?
- Who is the audience? (time restrictions, many proposals, etc.)
- Is there a page limit?
- How will we leverage national experience & team?
- Who will be our team members? Their experience?
- How will we show our project experience? (tailor less-than-relevant)
- Is this a "submit and you're on the list" or a competitive pursuit?

Expand Services: Farming vs. Hunting



What Clients Say

“I need a good project manager to oversee these projects. That’s one of the most important characteristics I look for in the proposal. How are they managing our projects?”

“If you have previously done work for our organization and have made mistakes, tell us how you are going to fix them moving forward. We don’t expect perfection, but we expect honesty and straightforwardness. We want solutions.”



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