



Business Consulting and Advisory Services (Partial List)

Who do we work with?

- Stay at home and Remote workers
- Small Business (Any Size)
- Larger firms/Nationwide/International

How do we Communicate?

- Voice calls and conferences
- Zoom calls or equivalent
- Documentation (Emails/Summary reports/Excel/PDFs)
 - Research/Creative writing/Training Outlines/Marketing Documents

Consulting Services

Start Up and Growth Services (Any size Domestic or International)

- Business formation/Business Plan review or creation
- Accelerate through the process using top vendor free advice and free apps
- Web sites, Marketing documents, Social-Media (See Below)
- Sales and Marketing Plan review/formulation/Suggestions
- Proformas, formats, outlines, documents, and Boiler plates for multiple topics
- Technology and App help
- RFI/RFP/Proposal review and answer assistance
- Vendor referrals (accounting/legal/banking)

Business Processes

- Technology and App: evaluation/review/Implementation
- Business Plan/Model/Goals
- Recording and Reporting
- Revenue evaluation: ROI/Margins/Sales/Recurring revenue
- Sales and Marketing Processes: Personnel and Activities
- Customer Service

Technical Support

- Office 365
- Network and Communication Problems
- Cyber Services: Outsourced

Technology Sourcing

- Apps
- LED Lighting at the Manufactured Wholesale level
- PPE Products at the Manufacturer wholesale level

Web Site Creation, Review, Updates

- Site Design and Implementation, Update, DIY Training
- Domain Hosting suggestions Go Daddy/Wix/Shopify
- E-Commerce, social media, SEO
- Branding and Logos

CRM Customer Relationship Management (calls to customer or target base)

- Research, Implement and populate new CRM applications
- Confirm contact info for new or existing CRM applications
- Deliver new messages/marketing info
- Sell into your CRM database
- Confirm results

Advisory Services (Network of High-Quality, Bona-fide, Advisors in various industries)

- Documented Web site presence
- Conferences or Board meetings
- On site meetings
- Retainer Agreements

Training, Writing & Document review, and summary

- Training Outlines and Agendas
- Creative and Technical writing

RFP Responses

- Help automating RFP responses

Product Promotions

- Design Sales and Marketing campaigns
- Provide sales network

Customer Service Programs

Secondary Services: Design/Training and Customer Service, Sales and Marketing

- C Suite Director and Management level as well as
- Detail at Design, Engineering, Service & Support levels
- High Quality Best Practices, and Customer Care in mind

Nosotros hablamos Espanol

- How to do business in the USA
- Doing business in Latin America
- Podemos ayudarlo a iniciar o hacer crecer su negocio

References, Comments, Background, History, Metrics, Founder LinkedIn

References and comments

- Rick W VP Nationwide Government Healthcare Industry software sales

"Steve has a brilliant business mind and brings a wealth of insight for scaling a business. His broad business ownership experience provides an excellent source of perspective."

- Jim W Owner/Founder Nationwide Telecomm Services Company

"I was very fortunate to work for Steve for over 13 years and during this time he taught me how to grow an organization in a fast-paced environment while making it fun. He was always willing to educate each person within the organization to help them grow personally and professionally. Steve is a huge factor in the success of my career, and I value Steve's business knowledge and values."

- Dwayne D Former Partner

"As a partner with Steve in growing, managing, and creating a profitable business from the ground up to a national \$40 Million dollar company, I know he is a great asset to have in any company. His hard work ethic, his rapport with clients, his focus on growth and customer satisfaction are all outstanding."

Background, History and Metrics

- Extension Healthcare: Healthcare Software Development firm; sold to Public Company.
 - C Suite Advisor for 4 years
- Expanets: Network Solutions 22 company rollup with \$1 Billion total revenues
 - Co-President, regional executive: strategic growth and sales management
 - Strategic Advisory Board member for twenty-two company roll up
 - Interface with owners and management of recently purchased companies
- Vision Communication Services: Nationwide Engineering, Training, Sales of Communication Networks \$40,000,000 annual revenue: New York, CA, Nationwide
 - Founder, President, and head of Engineering/Field Service/Training Division
 - Startup to sale of 100+ person nationwide company
 - Moved to California and grew region to \$10M annual revenue
- Vison Communication Services Designed and Implemented:
 - Unique Installation Process for multi-million-dollar complex networks
 - Designed and built automated RFP response war room
 - Designed Training Programs for thousands of CSR's, Engineers, and Technicians
 - Created Sales and Marketing Programs delivered by dozens of team members
- Environmental Technology Recycling and Liquidation Company
 - Financing and Management
- Manufactured affordable housing
 - Consultant, Providing Proformas, Funding Solicitations
- LED Lighting
 - Smart City USA Partner for Mexico based manufacturer
- International Wood Import Business
 - Founded and grew to largest USA importer at \$12 Million in Annual Revenue
 - Opened offices in Curitiba Brazil, and Lima Peru
- Real Estate Development Business: La Quinta Golf course and Mammoth Mountain ski resort. \$25 Million, 18 lot/home luxury golf course development
 - Financed/Co Managed Development activities with General Contractor
 - Built and sold three (3) 5500 Square foot model homes
- Founder LinkedIn: <https://www.linkedin.com/in/steve-hellberg-12b18417/>

Billing “Hire a Business Partner for one hour, one day, one month”!

- Fees determined during consultation or review of request for services
- “Lots of pro bono advice, offerings, and guidance”
- One time only fees through long term retainers



**Contact Us: info@aictnow or visit
aictnow.com for a free consultation**