
Areas of Expertise

For the past 17 years, CDI has been recognized as the premier consulting and training company for the wireless industry. CDI has successfully worked with all facets of the wireless sales channel including:

- Manufacturers
- Carriers
- Master Agents
- Direct & Company Owned Stores
- Indirect Account Managers and Dealer Reps

- Agents/Dealers – Retail, B2B, Telesales, Kiosk
- VARS
- Retail Mass Merchants

CDI has helped thousands of dealers/agents successfully address the current issues negatively impacting their business today, which include:

- Shrinking Margins
- Increased Competition
- Escalating Costs
- Market Saturation
- Increased Customer Churn
- Higher Customer Expectations
- Reduced ARPU

CDI provides consulting services and training that addresses:

- General Business, Financial & Entrepreneurial Management
- Sales & Sales Management
- Service & Service Management

CDI is also the founder of the Wireless Business Owner's Consortium, a full-service trade organization that provides Wireless Dealers with proven strategies, techniques, and tips to help them operate more efficiently, boost sales and increase profitability. For more information, go to Wireless Business Owner's Consortium website (WiBOC.org).

In addition to the wireless industry, CDI has been successful working with companies in a variety of industries including:

- Automobile
- Consumer Products
- Employment Services
- Financial Services
- Food & Beverage
- Healthcare
- Professional Associations

