

Consulting Services

Although CDI has a wide breadth of experience in a variety of industries, the major focus for the past 17 years has been in the wireless industry. CDI has extensive experience helping thousands of wireless agents/dealers run their businesses more profitably. We act as value added resource to carriers, manufacturers and dealers. Our focus is on developing professional business development training for dealers which enables them to grow their business profitably.

Our efforts support the dealer's business development efforts in five key areas:

- Strategic planning
- Business management
- Financial management
- Sales and service
- Dealer capacity to profitably sell more products / services

As a result, a dealer can experience:

- A measurable increase in sales proficiencies
- A boost in sales margins
- The value of leveraging their customer base
- A higher success rate of recruiting and retaining top performing salespeople
- An improvement in customer satisfaction ratings

In addition, we help Indirect Account Managers build stronger consultative / partnership skills, so that they are seen as a viable resource by the dealer.

As a result we are able to establish "win-win" relationship with Carrier & Dealer by helping Dealers be more successful in running his/her business.

This is accomplished a variety of programs including:

Top Dealer

The Making Money in Wireless Initiative

The Wireless Dealer Cash Flow
Conference
The Wireless Business Planning Summit
Selling Value In Wireless

The Wireless Business Owner's
Consortium ([ww.WiBOC.org](http://www.WiBOC.org))

Our expertise and
clients' successes have been featured in several major publications and
broadcasts including: Inc. Magazine® and CNN.