



July 2023



## Sales Xcelerator

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Quoi de neuf in SLIC's world?

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### WELL DONE MLS AND MIAMI.

As a Barcelona fan, I couldn't be happier to see the "dream team" players coming to Miami. Their arrival will boost interest in the beautiful game in North America. Thank you, Messi, Bousquet, Alba, and the soon-to-be-signed Barcelona players, for allowing us to see beautiful soccer moments at every game.



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This month's Quiz

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What percentage of Small to Mid-size businesses don't prioritize /rank Customers and Prospects?

- A. 32%
- B. 41%
- C. 65%
- D. 82%



[CLICK HERE FOR THE ANSWER](#)

## Building a Modern Sales Operating System

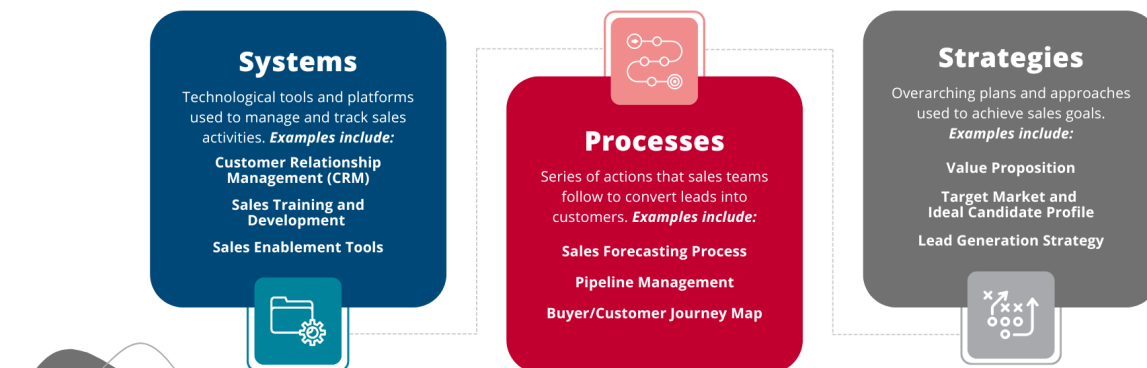
### What Is a Sales Operating System?

A Sales Operating System (or SOS) is the set of systems, processes, and strategies that enables a company to build and manage an effective and profitable sales organization. It is the framework that empowers a company to scale Sales Operations for sustainable revenue and growth.

[Click Here to read the full article](#)

## Modern Sales Operating System

The set of systems, processes, and strategies that enables a company to build and manage an effective and profitable sales organization.



**DON'T MISS THIS FREE EDUCATIONAL WORKSHOP**

Don't miss this **FREE** in-person workshop

## Accelerating Sales Through Metrics

Managing your sales activities through key metrics will help you grow your company's revenue, sales, and profitability. In this session, our sales expert will walk you through an easy-to-follow system that allows you to focus on metrics you can easily manage. **You will walk away with a framework to manage those metrics to drive business growth.**

### Highlights:

- Managing sales metrics
- Building a framework for leading indicator metrics
- Focusing on the metrics you can manage
- Using metrics to diagnose problem areas
- Extending your sales metrics to Channel Partners



This session is intended for business owners and sales leaders wanting to **transform their business using a simple proven system to increase productivity and company growth.**

**August 16th 2023**  
**From 10:00 to 12:00**



Click on or Scan to Register:



Houston Center SBDC  
1455 West Loop South, Suite 900, Houston, TX  
77027

Free Parking attached to the building



Presented by Michel Privé



[mprive@salesacceleration.com](mailto:mprive@salesacceleration.com)

713-907-6310

[REGISTER HERE](#)

**Tuesday, October 3, 2023**  
**BBB AWARDS FOR EXCELLENCE**

**BAYOU CITY EVENT CENTER**  
9401 Knight Road  
Houston, TX 77045  
(11:00 Networking / 12:00 Luncheon)

[Register Here](#)



This year again, the Silver Fox Advisors are grading the 2023 Houston BBB Awards for Excellence. **As a Silver Fox advisor, Michel Privé will judge applications for this competition.**

**Don't miss the next Silver Fox LUNCH & LEARN event!**



# August Lunch & Learn BBB 2022 Pinnacle Award Winners

Featuring presentations from three of the BBB of Greater Houston and South Texas's 2022 Pinnacle Award winners.



**Thu, Aug 24, 2023, 11:00 AM - 1:00 PM**

**The Briar Club, located 2603 Timmons n, Houston, Texas, US, 77027**

Whether you have used these services or not, or if you are a business owner who participated in last year's competition or would just like to hear some great positive stories, you will want to attend this excellent program and participate in this great networking event.



Register to this event here!

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## Meet Michel - Here to help!



Houston and Greater Houston  
(713) 907-6310  
mprive@salesxceleration.com

Michel brings 25+ years of experience successfully leading diverse organizations selling products and services.

Michel hired, directed, and grew at a two-digit rate, both small businesses and \$100M organizations to success.

Michel has a proven track record of establishing compelling visions, effective sales strategies, and building teams to achieve profitable growth.

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## SLIC SERVICES

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# SLIC PREFERRED PARTNERS and SUPPLIERS

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**Michel is a proud member of the Houston Silver Fox Advisors who have been Serving Small Businesses in the Greater Houston Area Since 1986**  
**Click on the Silver Fox logo below to see how we help CEOs**



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