

EFFECTIVE

QUANTIFIABLE

RESULTS

SERVICES

Revenue-IQ consulting helps facility service contractors win large opportunities more often, and retain their large accounts.

PROPOSAL WRITING

Win Sales at the “Moment of Truth” with engaging buyer narratives

SLIDESHOW DECKS

Present compelling solutions in dynamic customer conversations

SALES LIBRARIES

Create effective proposals & presentations efficiently

Revenue-IQ clients include many of North America’s top facility service contractors, such as:

- Allied Universal (formerly AlliedBarton)
- G4S
- Securitas
- Securitas Critical Infrastructure Services
- Securiguard
- Star Protection Agency
- U.S. Security Associates
- Weiser Security Services
- Able Services
- ABM
- Compass Group Canada
- C&W Services
- Flagship Facility Services
- GDI Integrated Facility Services
- Harvard Maintenance
- Marsden Services



Chris Arlen founded Revenue-IQ, originally named Service Performance, in 1996 to help suppliers create sustainable revenue growth.

Chris has held executive roles in Sales and Marketing for ABM’s Security and Janitorial services. He holds a Master’s degree in Management from Antioch University Seattle and a Bachelor’s degree from California State University, Sacramento.

- Technical Proposal Writing
- Sales Presentation Slideshows
- Sales Proposal Library Upgrades
- Training in Persuasive Proposal Methodology
- Training in Interactive, Dynamic Presentations
- Best-Practice Assessments:
 - Proposals
 - Presentations
 - Large Account Retention
- Quarterly Business Review Decks & Training

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FREE SALES PLAN & EBOOK “How to Write a Sales Plan”

It’s too easy to run after sales that don’t pan out. This “How to Write a Sales Plan” ebook will help you qualify your best prospects, and the free Sales Plan template will keep you laser-focused on what really counts.



www.revenue-iq.com/free-sales-plan/