

# WHITE LABEL ACCOUNT MANAGEMENT LAUNCH KIT

Our commitment to your revenue success begins on day one. The value we create for your customers is what drives new revenue, customer loyalty and residual income. We take great pride in how we manage your customers in a post-sale scenario. Our mission is to sell leading edge solutions (Cloud, Managed and Network services) by providing superior & trusted support to your customers without the risk or costs of building your own Account Management/Sales team.

Our LAUNCH KIT timeline will guide us to implement a successful Account Management Program for you:

Day	Service	Type	Responsible
1	Signed White Label Agreement delivered to Blue Equinox Account Manager	Email or Physical Mail	Client
3	Complete Client Profile (includes client address, phone number, voicemail, contact information)	Phone or Email	Blue Equinox
7	Client Contact Database provided to Blue Equinox	Email	Client
10	Establish Key Messaging (key selling points & messages for calling script)	Phone Call	Client & Blue Equinox
12	Obtain Client Logo & Signature Block (brand forms, proposals, email signature, Letter of Agent)	Email	Client
13	Set Up Email Accounts (email box for general info, team members, customers)	Email	Client
14	Blue Equinox Starts Selling on Your Behalf	Phone	Blue Equinox

We look forward to working together to increase your income, customer loyalty and competitive advantage.

