

Our **Be Sure** Sales Standards

Diagnostic. Consultative.

Benefits of our diagnostic team

Believe in the process
We believe our Be Sure Diagnostic Process helps us understand your business

Establish a relationship built on trust
We build a foundation of trust

Solidify role of professional advisor
We are consultative and diagnostic

Understand client needs and goals
We identify your issues and the implications

Reveal solutions
We develop interventions

Extension of management team
We want to be your total asset protection solution

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Benefits to your management team

Believe in the process
We believe in how our Be Sure Diagnostic Process helps protect your growth

Establish a relationship built on trust
We earn your trust

Solidify role of professional advisor
We transfer our knowledge

Understand client needs and goals
We collaborate with internal resources

Reveal solutions
We implement and monitor with you

Extension of management team
We become a team – we give you time, expertise, and control

A process built to put time, control, and expertise back where it belongs – in the hands of the client.

SmithBrothers.
Be sure.