

FINAL AGREEMENT AND CONTRACT SIGNATURE

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- The best day in the life of this opportunity!



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- Finally, after signature discuss the review piece.
- They will not want to sign without a proper review happening.
- Even if you are a NB person, personally introduce the Account Manager, discuss what needs to happen for a great implementation.
- Remember they have dealt with you the whole way. A new Account Manager is a new individual that must earn their trust.
- They also know their own industry, so they can provide great references or give you a bad reputation!

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- What is the client thinking?
- Who is signing for them? Why that individual?
- What happens after the contract is signed?
- What needs to happen at the client end?
- Who will be involved?
- Who will own the implementation process? Which Department is the solution going to impact?
- Have you met the Department Head?

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- Also, arrange a meeting between your boss and a senior member of their business.
- It helps massively to clear any future obstacles.
- It will also put you in a good light within your own company.
- Even if the customer cannot make this happen, they will feel good regardless.