

#### **Treat your Clients as Partners**

A Triumphant Approach to sell Domain and Cloud

- Hiren Shah





What is the Agenda of our hosting business?

- Generate Revenue or ARPU- Average Revenue Per User
- Customer Acquisition

















# Why it's necessary to transform clients into partners?

- Positive clients stay consistent and give repeated business.
- Positive clients lead to growth via word of mouth.
- Boost brand identity and gain abundant audience attention.

(In a nutshell these factors will lead us to fulfill the agenda).

















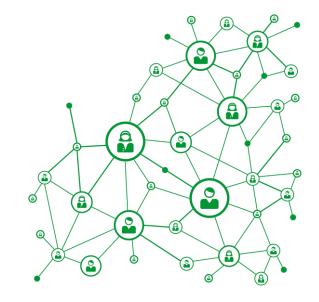


Transforming clients into partners to increase the sales.

(Cloud/Domain)

Satisfied clients help us establish new connections.

They are open to suggestions regarding product or services.





















## How to transform clients into partners?

- Analyze the pain area of your clients.
- Differentiate what clients want and what they need.
- Solving client dilemma with regards to the product

(These factors create a positive stir and reveals the human side of the brand to the consumers.)



















## **Conclusion**

- Personal attention
- Great Customer service
- Delivering the right product (without playing tricks to gain profit)



















## **Thank You**











