

LEXISCLICK

90-Day Consultancy Accelerator

Transform Your Consultancy:
Scale Your Impact, Value, and Contribution



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Supercharge your consultancy's sales...

Discover the power of our revolutionary 90-Day Consultancy Accelerator service, strategically designed to supercharge your sales performance. If you're a small consultancy looking to grow and scale, at LexisClick, we have condensed over twenty years experience to fine tune our 90-Day Consultancy Accelerator service just for you.

Leveraging our expertise and unique approach through a mix of workshops, done for you services, and intelligent systems, we will help you turn prospects into valuable customers and drive substantial growth for your consultancy.

Get started on your journey to greater sales and satisfaction.





Who is this for?

The typical consultancy taking on this 90-day accelerator service will meet the following criteria:

Team size	3 - 30
Revenues	£350k - £2m
Annual growth target	£100k+
Average client lifetime value	£30k+
Target profile	SME: C-Suite Enterprise: Budget holding decision maker
Financial position	Cashflow or finances in place to cover year 1 investment

If this isn't the right option for you, consider one of our other services, including our Masterclass and Consultancy Growth Club.



Working with LexisClick has been a dream given their deep Hubspot expertise. It has helped us build a more robust pipeline and has worked better than any other investment we have made in this area. I highly recommend working with them.



Jeremy Knight – Equinet Media



A proven process & experienced team...



Develop your unique strategic positioning.



Build compelling and engaging lead-generation assets.



Systemise your lead generation and prospecting.



Onboard, train and manage your dedicated resources.



Develop, refine and optimise your messaging for targeted sub-markets.



Manage the system with regular reporting and continuous improvement.



"We will build your lead generation system to reliably generate the leads you need to win the clients you want ."

Win valuable clients

Winning valuable long-term clients isn't just about getting leads. It all starts by attracting the right leads and building a trusting relationship with them.

We start by understanding your unique niche, creating targeted assets, setting up effective advertising, and following through with consistent, targeted prospecting. We will fill your pipeline with potential clients who are a great fit and are keen to talk, shifting your focus from finding opportunities to closing deals.

Win your ideal clients with our end-to-end system.



Comprehensive lead generation & prospecting



LinkedIn advertising lead generation system. Including £350 LinkedIn advertising spend.



Manual LinkedIn connection building, prospecting and outreach.



Email outreach and prospecting system, including 75 targeted contacts per month.



Hubspot Sales Hub onboarding and ongoing optimisation.



Fully managed phone prospecting with a dedicated native English-speaking ODR.



Reporting, management and growth consultancy.

Transform your value

“We’ve tried many different approaches to solve our lead generation and prospecting. None of them came close to providing the value of LexisClick’s 90-Day Accelerator service”

RJ - Marketing Consultancy



1. TIME EFFICIENT

Our fully managed lead generation and prospecting service saves you precious time, allowing you to focus on closing deals and growing your revenue and profits.



2. STRESS-FREE

Say goodbye to the unpredictability of sales pipelines. We guarantee a steady stream of leads and new business opportunities.



3. FULL OWNERSHIP

All the assets and processes we create are yours. You retain full ownership, enhancing your business value.

Elevate your success

We are committed to your success. That's why we partner with you for your growth.

“LexisClick are even more than an extension of our team. They act as providers, partners, coaches and consultants.”

RA - Financial Consultancy



DEDICATED TEAM

A dedicated team is at your disposal from day one. They work relentlessly to turn your prospects into clients.



FLEXIBLE TERMS

Enjoy the freedom of a rolling contract with no long-term commitment. We understand your needs might change.



SKIN IN THE GAME

Our quarterly bonus structure aligns with achieving attended sales meetings with the right contacts, fostering a partnership that ties our success with yours. You can learn more about how the bonus structure works in the [FAQ on our website](#).

Your team: Committed to your success

Get an experienced team for the price of a single prospecting resource.

We are serious about the success of our consultancy customers. Meet the dedicated team who are on your side to guide your success. From strategising your campaign to identifying and targeting prospects, managing your pipeline and coordinating stakeholder communication, your assigned team is fully committed to ensuring your success.

CUSTOMER SUCCESS MANAGER

- Your key point of contact.
- Ensuring the successful delivery of your services.
- Reporting on service performance.
- Driving continual improvement.

Supported by:

COPYWRITERS

OPPORTUNITY DEVELOPMENT REPRESENTATIVE

- Your dedicated prospecting resource that we call an ODR.
- Identifying opportunities, booking meetings and managing attendance.
- Nurturing your leads to opportunities.

ODR TEAM LEAD

SERVICES DELIVERY MANAGER

- Managing delivery of your services from advertising to Hubspot set-up
- Ongoing optimisation of your campaigns.
- Role-out of continual improvement initiatives.

ADS & EMAIL MANAGERS

PERFORMANCE CONSULTANT

- Coaching & consultancy to increase your sales performance.
- Identification of growth opportunities for your consultancy.
- Account performance optimisation.

DESIGN TEAM





Unleash efficiency...

In today's fast-paced digital world, having the right technology stack is crucial to supercharge your sales performance, which is why we use Hubspot Sales Pro as a prerequisite for delivering our services.

Hubspot Sales Pro isn't just an added expense - it's a powerful tool that multiplies your productivity and, when utilised correctly, offers significant returns on your investment.

With our unique experience of testing everything on ourselves first and insights from working with a portfolio of consultancies like yours, we'll provide you with all the support and training you need to become a power user in no time. It's all included as part of the service.

Supporting your Hubspot adoption



Full set-up included



Onboarding training



Ongoing optimisation



Monthly training sessions



Monthly Q&A sessions



Email support

Our track record

An experienced team on your side and proven processes working for you.

“With LexisClick we get an experienced managed team who act as true partners in our business.”

DR - Operations Consultancy



SPECIALISM

We are dedicated to growing small consultancies, as a culmination of over 20 years experience in growth marketing.



PERSPECTIVE

Managing the growth of a portfolio of small consultancies allows us to provide you with unique insights into growth opportunities for your consultancy.



PROVEN

Our services are generating consistent results for our customers, through processes and systems undergoing constant optimisation and testing to deliver better results.

How it works

Typical timelines and deliverables for the first 90 days.

MONTH 1: BUILD

Your time required: 10.5 hours
Total value: £9,591

MONTH 2: LAUNCH

Your time required: 1.5 hours
Total value: £4,298

MONTH 3: OPTIMISE

Your time required: 4 hours
Total value: £6,095

Deliverables	Value
Growth Assessment	£299
Unique Positioning Workshop	£999
Lead Generation Assets Workshop	£799
Precision Prospecting Workshop	£599
Ad & Lead Gen System Setup	£2,999
Outreach & Prospecting Copywriting	£1,999
Sequence Setup	£699
HubSpot Sales Pro Setup	£699
ODR onboarding	£499
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40 hours Opportunity Prospecting	£2,000
ODR & System Management	£1,000
LinkedIn Ad Management & Budget	£399 + £350
CSM Meetings & Preparation	£250
Systems management & optimisation	£299
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Month 2 Activities, plus	£4,298
3 Year Growth Plan	£999
Growth Assessment	£299
Sequence Optimisation	£499

Bonuses

For customers that sign up to and pay for the January 2024 cohort before 22nd December 2023, you'll receive bonuses worth an additional £8,997.



MONTH 1: BONUS

Delivered in Month 2, pending on time payment of month 2 services.



MONTH 2: BONUS

Delivered in Month 3, pending on time payment of month 3 services.



MONTH 3: BONUS

Delivered in Month 4, pending continuation of services.

Sales Deck

Instructions, Editing and Design

Value
£2,999

Sales Brochure

Instructions, Editing and Design

£2,999

Growth Strategy

Design, Develop, Presentation

£2,999

Total package value

£28,981

including bonuses

Price you pay

£8,997

Charged monthly at

£2,999

Giving you a massive saving of £19,984!



Invest in your growth

The 90-Day Accelerator service is priced at £2,999 / month, with a performance reward system starting after the first 90 days that is designed to reward success.

Additional costs apply for 3rd party services, including Hubspot Sales Pro - £440/month, an MS365 or Google Workspace email address and optionally a LinkedIn Sales Navigator license.

We operate on a 3-month minimum term with different continuation scenarios.

Please note: LexisClick services are provided for an initial 3-month term, followed by a monthly rolling contract with a 3-month notice period. Your Hubspot license is taken directly with Hubspot and will have a 12-month term.

Why Hubspot Sales Pro?

We use the Pro features of Hubspot extensively, including Sequences, Templates, Call Transcription and Coaching, Target Accounts, Video Messaging, Playbooks, Record Customisation and Powerful Sales Reporting.

These tools allow us to semi-automate activities, standardise communications, review calls for improvements, manage calendars, target accounts effectively, send video emails for increased conversion rates, capture essential information, customise contact records for efficient data capture, and provide you with powerful sales reporting.

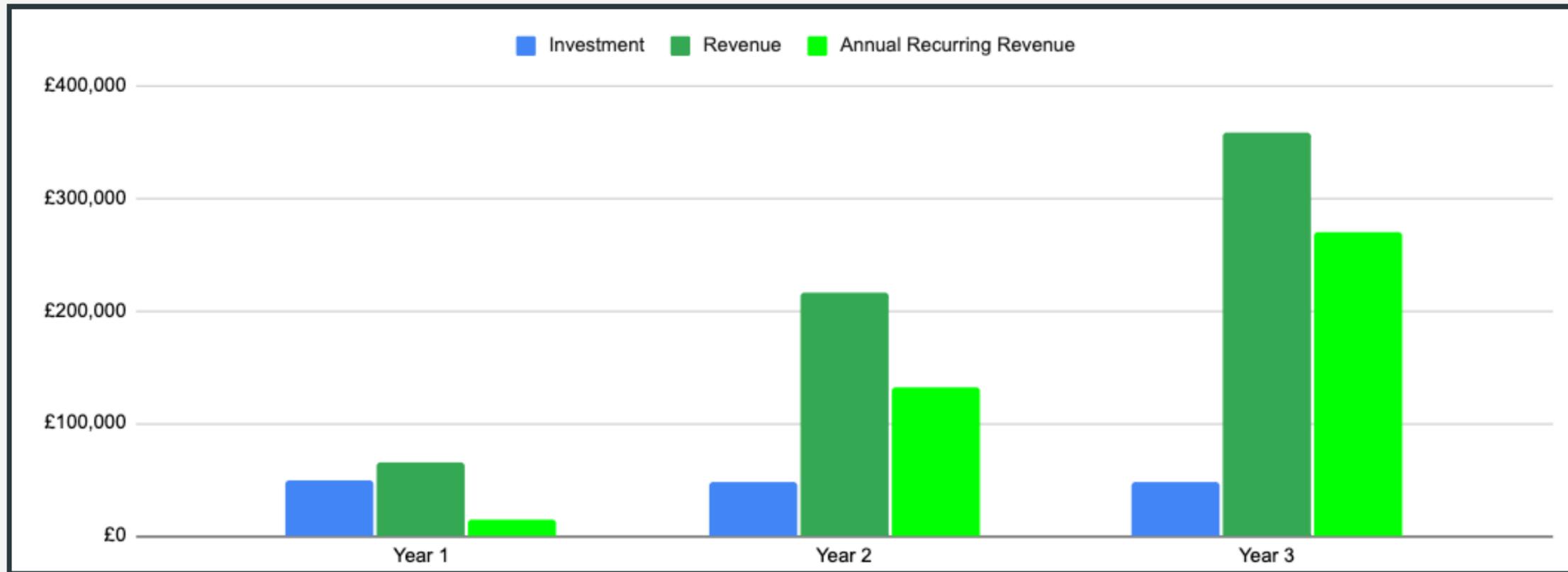
We can operate two to three times more productively using Hubspot Sales Pro. This not only saves you money but also valuable time. Our conservative estimates are that Hubspot will generate at least £2,060 per month in efficiency savings alone. These efficiency savings will typically start from month 4 of our services, as the first 90 days are required to get the system set up.

HUBSPOT ROI BREAKDOWN

MONTHLY INVESTMENT	£440
ODR EFFICIENCY GAINS	£1,000
MANAGEMENT EFFICIENCY	£ 800
REPORTING EFFICIENCY	£ 200
CONSULTANCY EFFICIENCY	£ 500
TOTAL EFFICIENCY VALUE	£2,500
AVERAGE MONTHLY ROI Based on efficiency savings only.	£2,060

Results...

Results will vary due to a variety of factors, including your market, offer maturity, and brand awareness. Shown below is the 3-year growth plan for a typical small consultancy with an initial sale value of £10k, a monthly recurring service of £2.5k and a sales cycle of 3 months from intro call to initial purchase.



	Investment	Revenue	Annual Recurring Revenue	Attended Sales Calls	Customers	Monthly Customers	Cost Per Customer	Cost Per Monthly Customer (CPMC)	CPMC% of Lifetime Value
Year 1	£46,968	£65,000	£15,000	57	5	2	£9,394	£23,484	23.48%
Year 2	£47,868	£215,250	£131,250	66	8	4	£5,984	£11,967	11.97%
Year 3	£47,868	£357,500	£269,500	66	8	4	£5,984	£11,967	11.97%

Rates used in the example:

- Intro call to sale:** 3 months
- Intro call to opportunity:** 25%
- Opportunity to initial sale:** 33%
- Initial sale value:** £10,000
- Initial sale to monthly:** 50%
- Monthly customer value:** £2,500
- Average customer lifetime:** 3 years
- Average customer lifetime value:** £100,000





"We partner in your success and operate as an extension of your team to build a long term relationship."

Guarantee

As the first three months are focused on building your systems, launching them and optimising them, we can't guarantee we will generate attended sales meetings in this time frame. While we do everything we can to achieve them sooner, we usually see attended sales meetings achieved from the fourth month of the service.

We guarantee that we will deliver the agreed deliverables and reach the activity levels we agreed with you within the first three months.

Guarantee 1 - Agreed deliverables not provided

We've yet to provide the agreed deliverables, and you provided everything we need from you within the timeframes we agreed with you. In that case, we will continue our services at no cost until we have provided the agreed deliverables. We will pro-rata our services as soon as the deliverables are provided for the remainder of the month.

Guarantee 2 - Activities levels not reached

If the deliverables have all been provided and the activity levels are not at the rates agreed with you, we will run our service at the price of £1,499 / month for up to 3 months or until the activity levels are running at the agreed rates, if sooner.

Performance rewards bonus

We generate most of our profit by achieving the performance rewards bonus, which is due quarterly when 80% or more of the agreed attended sales meetings target is achieved. This model incentivises us to ensure our services perform for you and applies to our ongoing arrangement with you after the first three months.



Your Path to Growth Starts Here

Ready to take your consultancy to new heights?
It begins with a conversation.

In just 90 days and only a few hours of your time, your consultancy could build the systems that might take you years. But first, let's align on your vision for success.

We're here to listen, strategise, and transform your goals into reality.

[Schedule Your Growth Call Now](#)

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