

## STEPS<sup>SM</sup>

- Increase Safety
- Reduce Total Cost
- Extend the Economic Life of the Equipment
- Increase Productivity
- Enhance the Quality of Service

**STEPS<sup>SM</sup>** is a proprietary service of **THE WALKER CONSULTING GROUP** comprised of seminars and workshops that can help you in your efforts to prospect new business. Participants learn to communicate the benefits of their recommendations clearly and more persuasively. A short videotaped exercise helps participants gain confidence in making recommendations to key decision makers. Participants receive training materials.