

New to business development? Unsure how to pursue clients?

Does networking make you nervous? Need a business

development process? You've made the short list, now what?

Kroger Grant Consultants will help you with all of this and more.

Kroger Grant Consultants (KGC) provides winning strategies and proven techniques for building deep, lasting relationships, building new business, and building the life of your dreams.

Drawing upon Anne Kroger's 30 years in the AEC industry and her track record of developing successful strategic plans and delivering sales results, KGC provides customizable coaching and training for those new to business development, seller-doers, and seasoned executives.

Services can be delivered as a one-hour motivational talk, a half- or full-day workshop, or long-term, on-going training. Format can be in a group or a one-on-one setting.

services

- Business Development Coaching
- Seller-Doer Training
- Capture Planning
- Pre-Positioning Training
- Networking Skills Training
- Public Speaking Coaching
- Interview Coaching
- Strategic Plan Auditing
- Pursuit Materials Auditing
- Keynote Speaking



**Anne Crowe Kroger, MBA, FSMPS
President**

Anne is the consummate relationship builder. If she doesn't know you yet, she will! A world traveler, her favorite destination is the one yet to discover. She'll openly share her story for growing a career and a life and help you to do the same.

Over the course of her 30-year career, she has revamped marketing and business development departments to strategically pursue clients and win new work.

She is a regular speaker and guest lecturer for Northeastern University and SMPS National, Regional, and Chapter-level events. She is a Fellow of SMPS and holds an MBA from Northeastern University and a BS from the University of Mary Washington. She sits on boards for both of her alma maters.

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