

# Annual Enablement Partnership

Enablement on Speed Dial.

## Year-Round Enablement Excellence

The Annual Enablement Partnership (AEP) is designed for organizations committed to deepening their strategic enablement efforts over the course of a year. This comprehensive service provides ongoing consultation and support, ensuring that enablement practices continuously align with business goals. AEP is suited for companies looking to enhance, refine, and scale their enablement strategies, fostering sustained growth and improvement across their teams.

## Strategic Enablement, Every Step of the Way

The AEP transforms enablement from a one-time initiative into an ongoing driver of business success. By embedding strategic enablement advisory throughout the year, we help ensure that your enablement function is a core component of your organizational strategy. Through consistent engagement and expert guidance based on your individual needs, we help you drive lasting improvements in productivity, sales performance, and overall business outcomes, making enablement a continuous, strategic advantage.

## Key Deliverables

- **Dedicated Consultant:** A specialized consultant exclusively available to your organization with just 48 hours' notice, offering personalized support, strategic insights, and year-round collaboration tailored to your needs.
- **Tailored Expertise:** Bring any enablement challenge to us, and we'll provide personalized advice. Whether you need feedback on programs, Enablement charters, or strategy, we're here to review, refine, and enhance your enablement initiatives.
- **Quarterly Reviews:** Regular assessments to monitor progress, adapt strategies, and align with evolving business objectives.

"Services has been huge for me! I don't have to hire another full-time person on my team and I know it'll be high quality, plus it's a fraction of the cost."

**Sarah Hanson**

Learning & Development Specialist, MJ Insurance

## Key Activities

### 01 Kickoff

- **Goal:** Establish a comprehensive engagement plan that aligns with your business objectives and current challenges.
- **Activities:** Initial assessment sessions to define goals, set expectations, and develop a roadmap for the year.

### 02 Unlimited Enablement Advisory

- **Goal:** Provide consistent, ongoing support to address day-to-day enablement needs and strategic initiatives.
- **Activities:** With 48 hours' notice, you can schedule time with your dedicated Strategic Enablement Consultant to address any challenges and receive expert guidance.

### 03 Quarterly Strategy Reviews

- **Goal:** Ensure enablement efforts remain aligned with business priorities and adapt to changing needs.
- **Activities:** Conduct in-depth reviews each quarter to assess your progress, refine strategies, and adjust plans.

### 04 End-of-Year Review & Future Planning

- **Goal:** Summarize the year's progress, analyze results, and outline next steps to build on the foundation established by AEP.
- **Activities:** Final review session to reflect on outcomes, establish goals for the next phase, and ensure sustained enablement success.

“The team is well structured and provides expert guidance on driving operational efficiencies and helping us align initiatives with our business goals.”

**Stefany Ortiz**

VP, Sr. Sales Enablement Strategist, BNY Mellon Next

## Why Seismic?

Many consulting firms take a broad, generalized approach that often stops at the planning stage. But enablement is not one-size-fits-all and it requires specific knowledge and skills to see it through to maturity. Not only do we craft strategies, we also execute them, from implementation to ensuring you see measurable business outcomes.



Make enablement the **competitive advantage** it should be.

Speak with our team today →