

# Marketing and Sales Professionals Marketing and Sales Professionals

## MARKETING EXECUTIVE

You're at the top of your game and, with a vast network of clients demanding your attention, you don't have time to handle administrative details like billing and contracts. You also might need a few good resources to help you in these engagements. Cambridge has partnered with many independent marketing executives to provide them with services that they either can't acquire in a single place or desire to set up themselves. For our Independent Marketing Executives, we also offer access to contractors with the implementation skills that you can count on.

*"By building a relationship and getting to know me as a business partner, Cambridge is able to effectively sell my true value to each client, ensuring fair compensation for my overall work effort. I always look forward to the next 'consulting partnership' engagement with Cambridge."*

— Jim Bartlett

| Benefits*  | Marketing Executives |                 |
|--|----------------------|-----------------|
| <b>Administration</b>  |                      |                 |
| Flexible Relationships   | W2 Employee          | 1099 Contractor |
| Billing and Collection Support                                     | Yes                  | Yes             |
| Contract Administration  | Yes                  | Yes             |
| Web-Based Collaboration Tools — Email, Portals, CMS                | Yes                  | Yes             |
| Project Management   | Yes                  | N/A             |
| Bi-Monthly Invoicing with Payment Terms by Check or Direct Deposit | N/A                  | Yes             |
| Web-Based Time and Expense Management                              | Yes                  | Yes             |
| <b>Marketing and Sales Support</b>                                 |                      |                 |
| Client Prospect Mailing  | Yes                  | Yes             |
| Referral Incentives  | Yes                  | Yes             |
| Access to Cambridge Best Practice Tools                            | Yes                  | Yes             |
| Publish Articles in Apex Newsletter                                | Yes                  | Yes             |

\* Cambridge reserves the right to change its benefits at any time without notice. Our relationship types will also be determined by project engagement requirements and adherence to state and federal employment laws.

## GETTING STARTED

Contact a Cambridge Consulting Principal at (800) 436-7185, ext. 701, for more information on how we can work together. You can also introduce yourself by going to our Web site at [www.cambridgeconsultant.com/consultant/index.html](http://www.cambridgeconsultant.com/consultant/index.html) and registering online. Either way, we'll be in touch to explore the right relationship and explore the possibilities.