**Services to Enterprise Accounts**

**Value Proposition Worksheet**

In each table, list one of your services, and name three value statements that the service offers to large enterprise accounts.

|  |  |
| --- | --- |
| Service: |  |
| Value Statement 1 |  |
| Value Statement 2 |  |
| Value Statement 3 |  |

|  |  |
| --- | --- |
| Service: |  |
| Value Statement 1 |  |
| Value Statement 2 |  |
| Value Statement 3 |  |