

# Is Your Customer Experience Program A Success?

Five simple questions will give you the answer

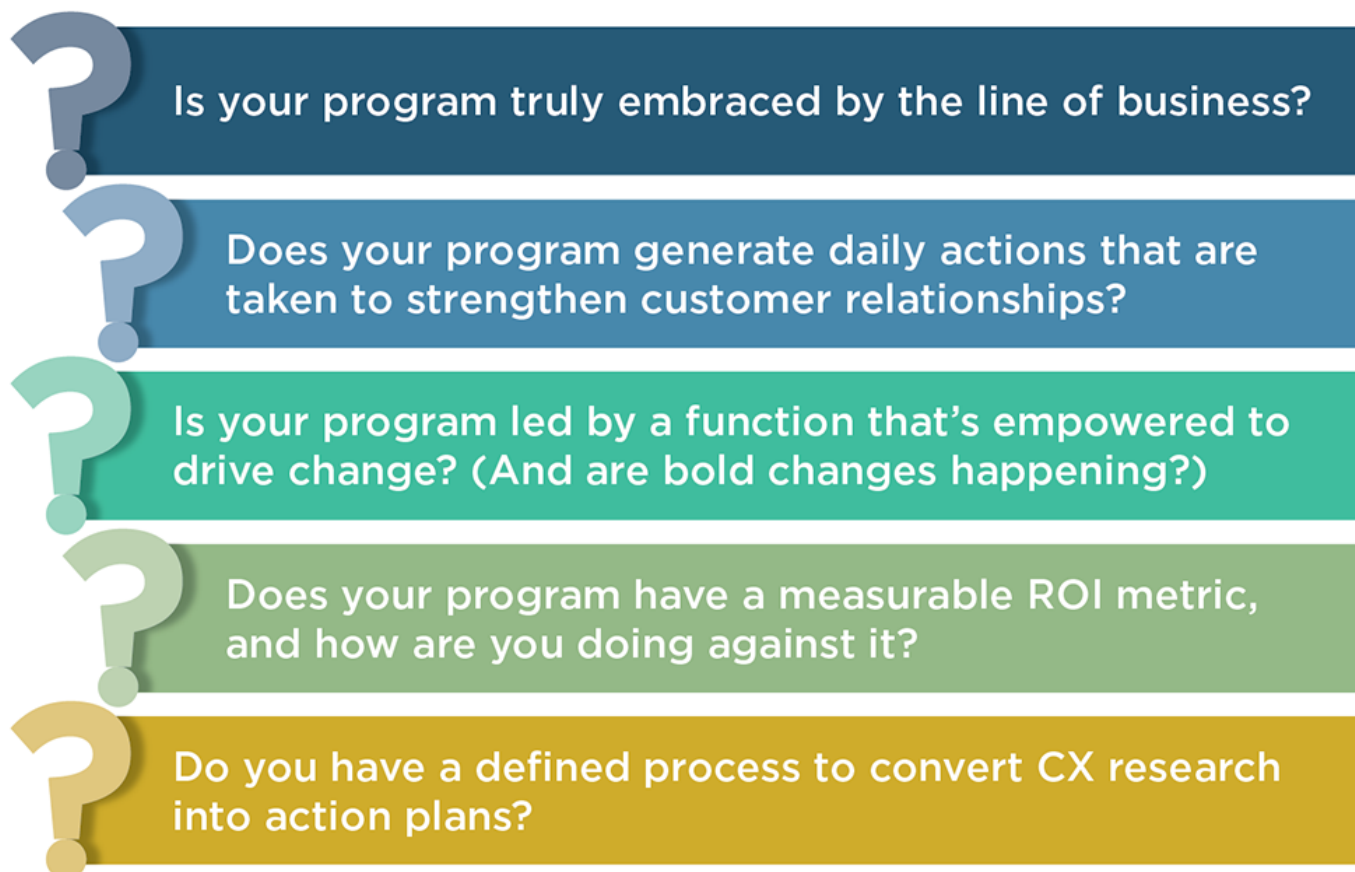
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As a banking executive you understand the positive and negative impact customer experience can have on your business. This likely has led to the implementation of a Customer Experience Management (CXM) initiative to ensure you continue to build customer loyalty and attract new customers.

So how is it going? Are you seeing the intended results?

Here are five simple questions you can ask yourself right now to find out if your CX program is succeeding:

## FIVE QUESTIONS TO ASK ABOUT YOUR CXM PROGRAM

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- Is your program truly embraced by the line of business?
  - Does your program generate daily actions that are taken to strengthen customer relationships?
  - Is your program led by a function that's empowered to drive change? (And are bold changes happening?)
  - Does your program have a measurable ROI metric, and how are you doing against it?
  - Do you have a defined process to convert CX research into action plans?

Source: Greenwich Associates 2018

If the answers to any of these questions is no, or if you are unsure, feel free to [contact us](#).

We will help you with a no cost assessment of your program and then provide you with an action plan to get

the results you want.

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