

Terms of Service

ACCEPTANCE

By engaging Sabalan Consulting for services, submitting a contact form, or booking a discovery meeting, you agree to these Terms of Service. If you do not agree, do not engage our services.

SERVICE DESCRIPTION

Sabalan Consulting provides CPG sales and revenue operations consulting services including: hourly consulting (Standard, Strategic, and Executive tiers), project-based engagements (RevOps builds, sales playbooks, audits, GTM packages, forecasting, and team builds), monthly retainer partnerships (Essentials, Growth Partner, and Fractional VP of RevOps), and full RevOps transformations. Services are delivered by Parsa Derakhshan, Founder & CEO, and any contracted team members.

NOT LEGAL OR FINANCIAL ADVICE

Sabalan Consulting provides operational consulting — not legal, financial, accounting, or tax advice. Recommendations regarding revenue strategy, pricing, distribution, trade spend, and organizational structure are intended for informational and operational purposes only and are not a substitute for qualified professional counsel.

ENGAGEMENT TERMS & PRICING

Hourly consulting: billed at the agreed rate with a 2-hour minimum per session. Project-based engagements: fixed-scope, fixed-fee. Scope and fee are agreed in writing before work begins. Overages are quoted before additional work is performed. Monthly retainers: billed monthly for the agreed number of hours and deliverables. Retainer clients receive a 15% discount on add-on projects. The RevOps Audit & Roadmap (\$2,500) credits toward a full project engagement if booked within 30 days.

PAYMENTS

Invoices are issued at the start of each engagement or billing period. Payment is due within 15 days of invoice date unless otherwise agreed. Payments are processed via Stripe or bank transfer. Late payments may incur a 1.5% monthly fee. Sabalan Consulting reserves the right to pause work on accounts with outstanding balances

exceeding 30 days.

DELIVERABLES & INTELLECTUAL PROPERTY

All deliverables produced during an engagement (CRM configurations, playbooks, forecasting models, reports, templates, etc.) become the property of the client upon completion and full payment. Sabalan Consulting retains the right to use anonymized, non-identifiable methodologies and frameworks developed during engagements for future client work.

CONFIDENTIALITY

Both parties agree to treat all business information shared during an engagement as confidential. Sabalan Consulting will not disclose client data, strategies, financials, or proprietary information to third parties without written consent. Clients agree not to disclose Sabalan Consulting proprietary frameworks or methodologies to competitors.

LIMITATION OF LIABILITY

To the maximum extent permitted by law, Sabalan Consulting shall not be liable for any indirect, incidental, special, or consequential damages arising from consulting engagements, including but not limited to lost revenue, lost data, or business interruption. Total liability shall not exceed the amount paid for services in the 12 months preceding the claim.

INDEMNIFICATION

You agree to indemnify and hold harmless Sabalan Consulting from any claims, damages, or expenses arising from your implementation of consulting recommendations, your violation of these terms, or your violation of any third-party rights.

TERMINATION

Hourly consulting: either party may discontinue at any time. Project-based engagements: may be terminated by either party with 7 days written notice. Fees for completed work are non-refundable. Monthly retainers: may be cancelled by either party with 30 days written notice. Cancellation takes effect at the end of the current billing period.

GOVERNING LAW

These terms are governed by the laws of the State of California. Any disputes shall be resolved in the courts of Orange County, California.

CONTACT

For questions about these terms, contact Sabalan Consulting at contact@sabalanconsulting.com or (949) 664-3397.

UPDATES

These terms may be updated periodically. Material changes will be communicated via email. Continued engagement after changes constitutes acceptance of the updated terms. Last updated: April 2026.
