



Quote to Cash in 5 steps

Step 4

FOLLOWUP

Quick Tips To Keep In Mind:

- ✓ Call them back - Check on them.
- ✓ Remember, they have lives. They may not have seen your quote.
- ✓ Prepare 1-3 emails to follow up.
- ✓ A 'no' may just mean "not right now."

Prepare your scripts:

I've emailed your quote today and I want to make sure you received it. Do you have any questions?"

Have you reviewed the quote I sent? I'm excited to book your event. What questions can I answer?

Self-Assessment

METHODS OF FOLLOWING UP

How do you currently follow up with your clients?

Are you willing to make phone calls to people who haven't responded?

INSPIRATION & QUESTION CORNER