Series 2, 2024 Webinar 4: 10X Follow-up

Presented by

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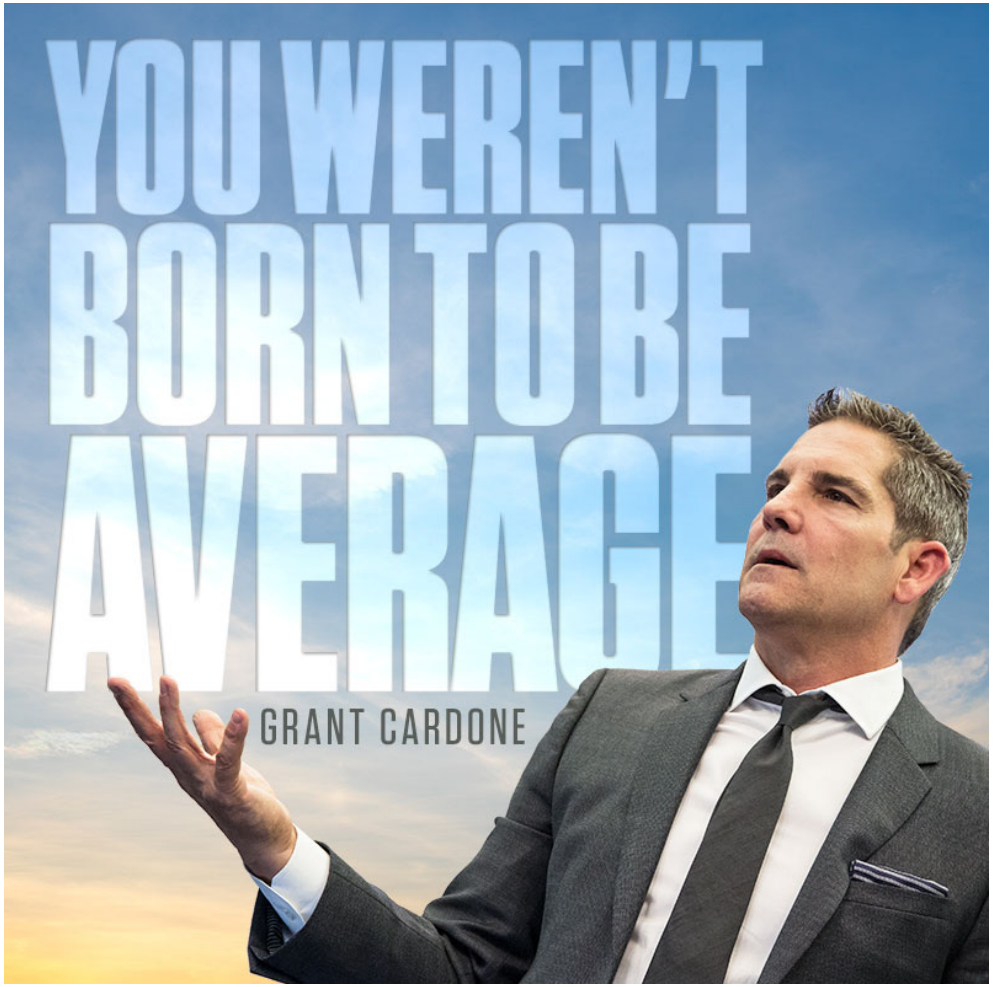
10X Business Coach Program DownUnder

Quick test…

1. __% of sales are made on the first contact
2. 80% of sales occur between ____ and _____ contacts
3. The are ___ steps in the sales process
4. There are ___ forms of follow up
5. All four elements in this program are _____



How many times are you following up?

10X Follow up

1. __% of sales people never follow up
2. __% of all companies do not nurture leads they paid to get
3. __% of all sales people never make a second contact
4. Text someone while they are on your website and you increase your closes by __X (this is a form of follow up while before you close)
5. Leads send __ text messages after the first contact are ___% more likely to close
6. ___% of B2B leads are not sales ready
7. ___% of qualified leads are not sales ready
    1. You have the _____-maker
    2. They have _____
    3. They know exactly what they _____
    4. They have a _____ they want solved now
    5. They can pull the _____ to buy something right now

10X Follow up

8. ___% of all leads NEVER convert – because of a LACK of nurturing
9. The only difference between a contact and contract is… the letter "r"
10. **What do all these stats mean for you?**
    a. **1 contact = __% of sales**
    b. **2 contacts = __% of sales**
    c. **3 contacts = __% of sales**
    d. **4 contacts = __% of sales**
    e. **8 – __ contacts = ___% of all sales**

Follow up with your SOLD and UNSOLD clients and NURTURE them so YOU aren't a VICTIM of these stats and you blow up your income!

Follow up with a phone within the first __ seconds of someone hitting your website and get a ___% conversion rate (MIT study).

Follow up within the 1st ___ mins and increase sales by __X.

What tools could you use to follow up within 60 seconds to _ hour?

Write your current strategies here

Practical strategies

- Text during a call (send relevant content) = ____% conversion rate
- Text 3 or more times after the initial contact
  - What three messages could you send?
- _____ call
- _____ invitation
- "_____" message
- _____ email address

Testimonial request

- ✓ A good testimonial should include their name, their business and where they're from.
- ✓ It should include their experience of your service/product and most importantly the result they got.

"My name is _____, I'm from _____in _____, _____.

I've just completed the free 10X Business Coach Program DownUnder Webinar Series.

Before the program I was struggling with {insert _____} and now I am {insert _____} which has produced this {insert _____}."

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