





WHO > WHAT

BEFORE WE GO FURTHER

EXPRESS THANKS



GET PERSONAL



REDUCE PRESSURE

BUT DON'T ASK THEM NOT TO GIVE!



RECEIVE ... DON'T COLLECT



REPORT BACK



POINT TO THE VISION





SLOW DOWN. DON'T RUSH THE OFFERING TALK

SERIOUSLY ... YOU'RE PROBABLY GOING TOO FAST



Increase
Engagement After
Service

NEXT SESSION



