

FOLLOWING UP

This is the most critical part of your business. The sooner you master your follow-up processes and discipline, the sooner you see the result of the work you did weeks and months ago. Many people fail because they allow their feelings to get on the way of their business.

Always set a time to follow up with a customer for the following reasons:

- Confirming they received the products?
- Are they feeling any difference so far?
- Are they willing to join a conference call or webinar?
- Have they made up their mind?
- Getting testimonials
- Inviting for events

What other reasons can you come up with that would allow you to feel confident with the following up process?

NOTES