



"Follow UP & Find Your Fortune"

We will discuss:

1. Why follow up is important to your success?
2. What are the common misconceptions related to following UP with your leads?
3. What is different about today's consumer & what we need to do about that?
4. Who do you need to contact now?
5. What is Wacky Wednesday "Focus On Follow UP™" Day & how can participating help your business?

Many women, especially moms find themselves in 1 of 2 "Follow-UP" categories:

- 1.
- 2.

Regardless of the where you are with your follow up, you will find some new ways to build your fortune this fall by focusing on follow UP now.

Authored & Presented by:

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1. Why follow UP is important to your success?

80% =

5th to 12th =

90% =

4 =

5.12 =

6 =

7-16 =



2. What are some common misconceptions about Follow UP?

3 P's

- P
- P
- P



3. What is different about following up with today's consumers?



4. What do we need to do in order to respond to these differences?

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6. We need to accept the fact that it is our business to:

- R
- P
- B
- R.
- K
- A
- S
- S
- S
- M



7. Who do you need to contact now?

H
H
H



8. What is Wacky Wednesday "Focus On Follow UP Day and how participating can help your business?

Register now Summer Solutions "Wacky Wednesday, Follow Up Focus Day™"

Register now for... "WACKY WEDNESDAY, FOCUS ON FOLLOW DAY™!"
Get Access To Barb Girson As Your 'Follow Up' Coach For The Day

Day: **Weds.** Date: **July 15**

Times: **10:00 AM & 1:00 PM & 7:00 PM (Eastern Time)**

Where: **Teleclass** (Attend 1, 2, or all 3 Time slots)

What: "Wacky Wednesday, Follow Up Focus Day™"

Would you like to...

...build better follow up skills?

...be inspired & held accountable to focus on your follow up?

... be motivated & get your follow up calls finally done (for now)?

...acquire new terrific telephone word choices & vivacious voice mail strategies?

Focus on follow up on Wacky Wednesday & enjoy freedom to focus on other fun/tasks the rest of the week. Teleclass presented by **Barb Girson**, Your Coach for the Day

ONLY \$25.00 for 1, 2 or all 3 sessions + email access to your 'Coach' during the day.

Register now and receive your "Getting Ready Guide" 3 days prior.

Contact: Barb@mysalestactics.com with questions.



TO LEARN MORE & REGISTER

<http://tinyurl.com/BarbGirsonFollowUPDay>

Join us for a fun day of Focusing on Follow UP!

Visit www.MySalesTactics.com to learn more.

Note: The sessions will be recorded and available to paid registrants for one week following the call.

Register and you will receive a dial in phone number 3 days prior. Take advantage of this small group coaching experience to help you increase your effectiveness and get it done - FOLLOW UP.

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