




Going Out *FOR* Business

Presented By:
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Agenda

- Increase incremental revenue
- Improve transition ratio
- Enhance follow-up process



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Revenue Categories




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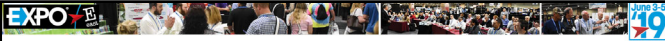
Revenue Categories

- Existing




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Revenue Categories

- Existing
- Inbound



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Revenue Categories


- Existing
- Inbound
- Outbound



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I.N.B.C.



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I.N.B.C.
Initiating New Business Contacts




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B.S.




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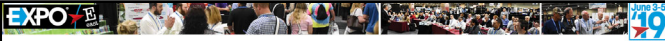


B.S.
Benefit Statement



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B.S.


Benefit Statement

“Business” vs. “Promotional Products”




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L.T.P.




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L.T.P.

License to Proceed



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L.T.P.

License to Proceed

- Positive Affirmation




16




L.T.P.

License to Proceed

- Positive Affirmation
- Question




17




L.T.P.

License to Proceed

- Positive Affirmation
- Question
- Invitation




18



L.T.P.


License to Proceed

- Positive Affirmation
- Question
- Invitation
- Objection



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L.T.P.


License to Proceed

- Positive Affirmation
- Question
- Invitation
- Objection
- Silence




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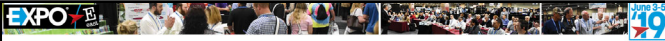


F/U




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F/U
Follow-up



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F/U
Follow-up
& Follow through!



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****Automatically Entered Into A Raffle To Win A Bulova Watch****
One winner selected on Tuesday & one on Wednesday



BULOVA



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Any Questions?
Here is my contact info:

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