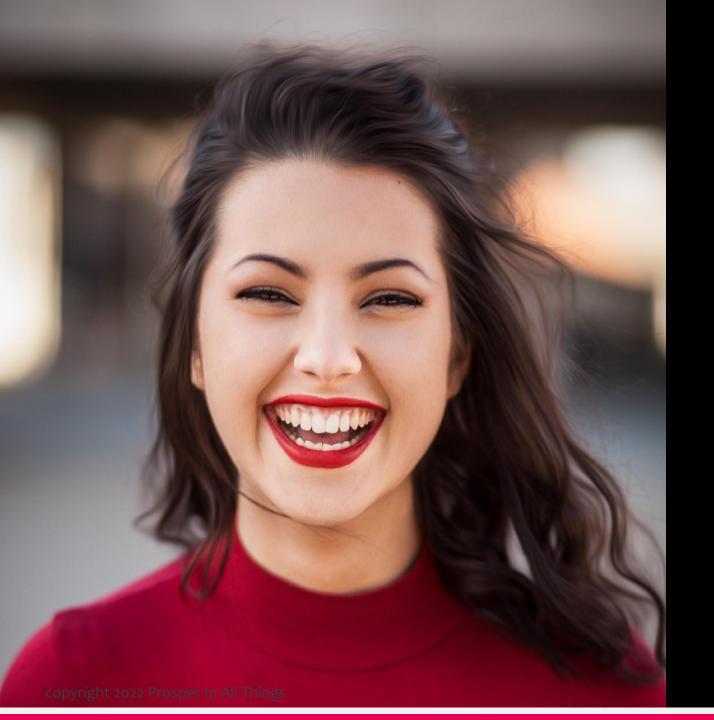


This Masterclass is for YOU

- Author, speaker, coach who has a product or service that adds value
- Learn when and how often you need to follow up with a potential client WITHOUT being annoying or salesy.
- Learn the simple FOLLOW UP system that will lead to thousands of \$\$\$ in sales



Intention



"Follow Up is a skill that will pay forever"

- Brenda'

Follow Up - Brenda's Secret to Success!

- First 6 figure in sales in my 20's ranked highest level with Canadian nutritional network marketing company. Follow up was the key to recruiting and maintaining thousands of leaders
- Founded International Nutritional Network Marketing Corporation follow up key!
- Founder Prosper in All Things, Prosper By Design coach certification, ProsperTV
 10 year anniversary "coach to coaches" equipping coaches to successfully launch and market their products, courses, programs & services - follow key!

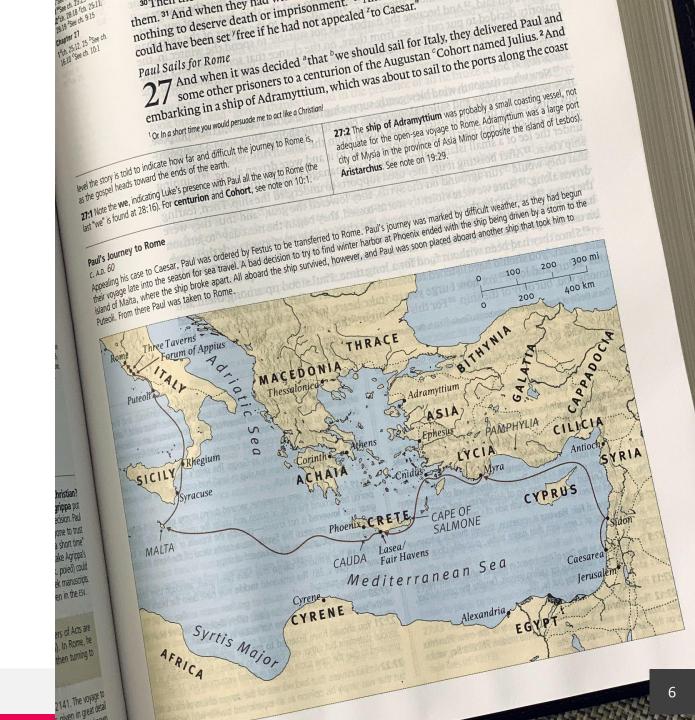


Follow up in the Bible! (Paul)

1. Visits

"And after some time Paul said to Barnabas, Come, let us go back and again visit and help and minister to the brethren in every town where we made known the message of the Lord, and see how they are getting along."

- Acts 15:36

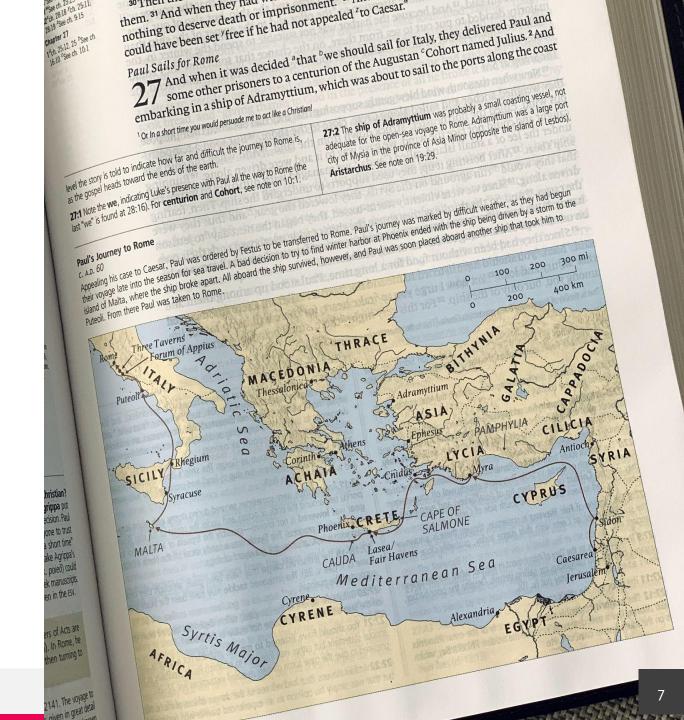


Follow up in the Bible! (Paul)

2. Writing

"Paul and Timothy, bond servants of Christ Jesus (the Messiah), to all the saints (God's consecrated people) in Christ Jesus who are at Philippi, with the bishops (overseers) and deacons (assistants): Grace (favor and blessing) to you and [heart] peace from God our Father and the Lord Jesus Christ (the Messiah)

– Phil 1:1

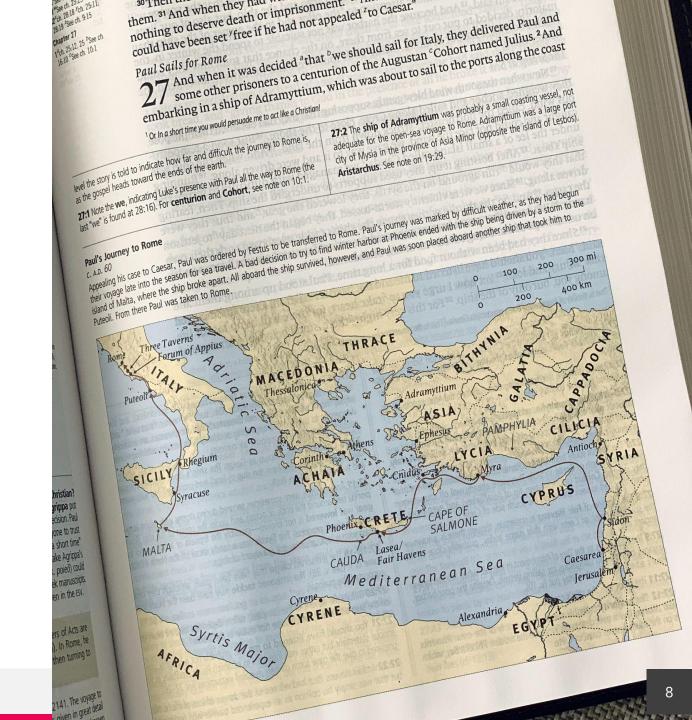


Follow up in the Bible! (Paul)

2. Prayers

For this reason, because I have heard of your faith in the Lord Jesus and your love toward all the saints (the people of God), ¹⁶ I do not cease to give thanks for you, making mention of you in my prayers."

- Eph 1:15-16



Follow up in the Bible! (Jesus!)

To them also He showed Himself alive after His passion (His suffering in the garden and on the cross) by many convincing demonstrations **[unquestionable evidences and** infallible proofs], appearing to them during forty days and talking [to them] about the things of the kingdom of God."

- Acts 1:3



FACT:

- 70-80% of sales are NOT made during the initial sales conversation
- Many coaches are reluctant to follow up because they don't want to
 - Be a "pest"
 - Appear "salesy"
 - Seem to be too eager or desperate

INTERESTING STATISTICS:

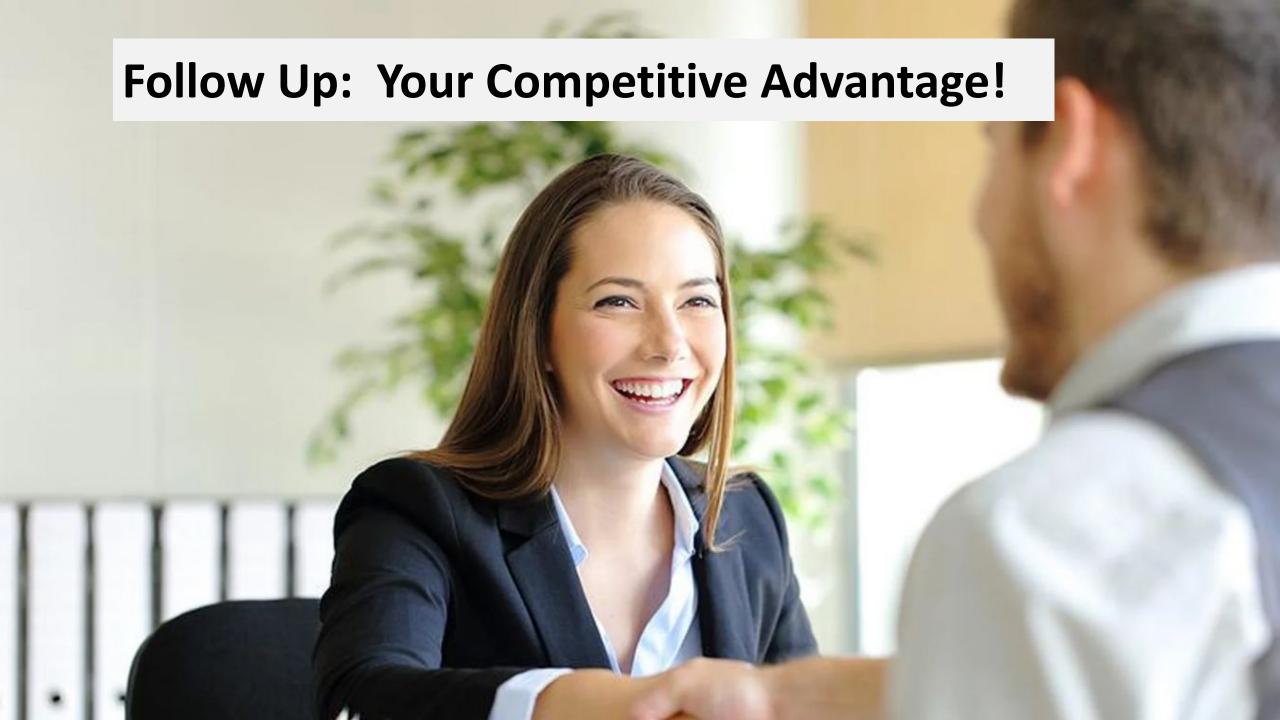
- 48% never follow up
- 25% make 2 contacts and then quit
- 8 out of 10 sales are made in the 5th to 12th contact

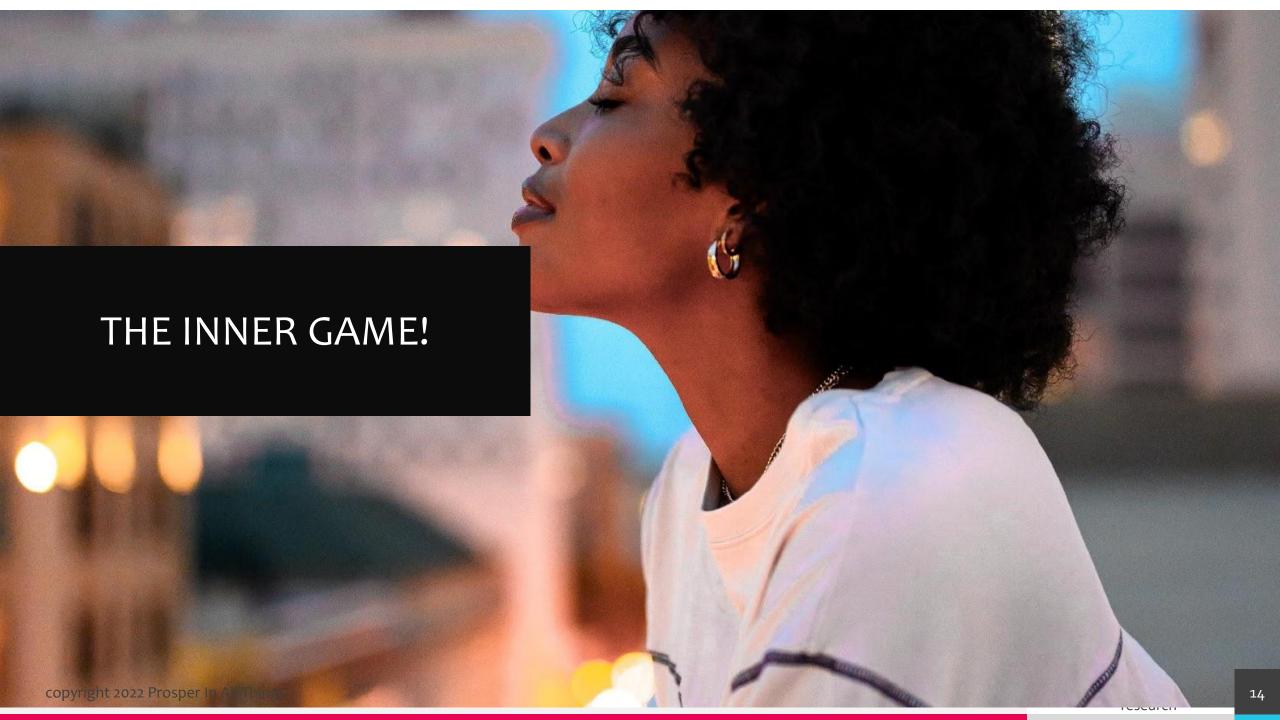
Why Lose the Sale! (Study by Brevit):

 80% of sales require an average of five follow-ups in order to close the deal.

 44% of sales reps follow up with a prospect only once before giving up.

After four follow-ups, 94% of salespeople have given up!





Follow Up

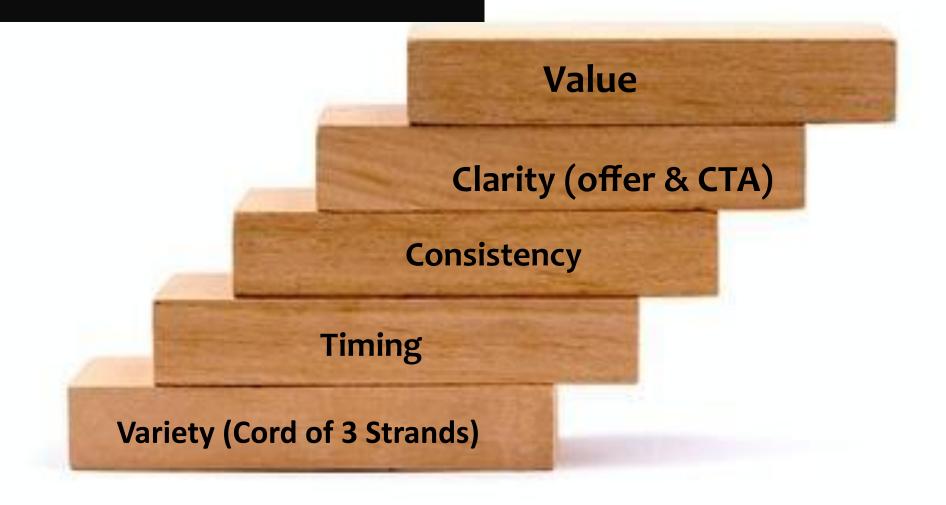
Webster's dictionary has concise definitions of follow-up: The act or an instance of repeating or adding to previous action so as to increase effectiveness. To carry to completion; follow-through.

Inner Game

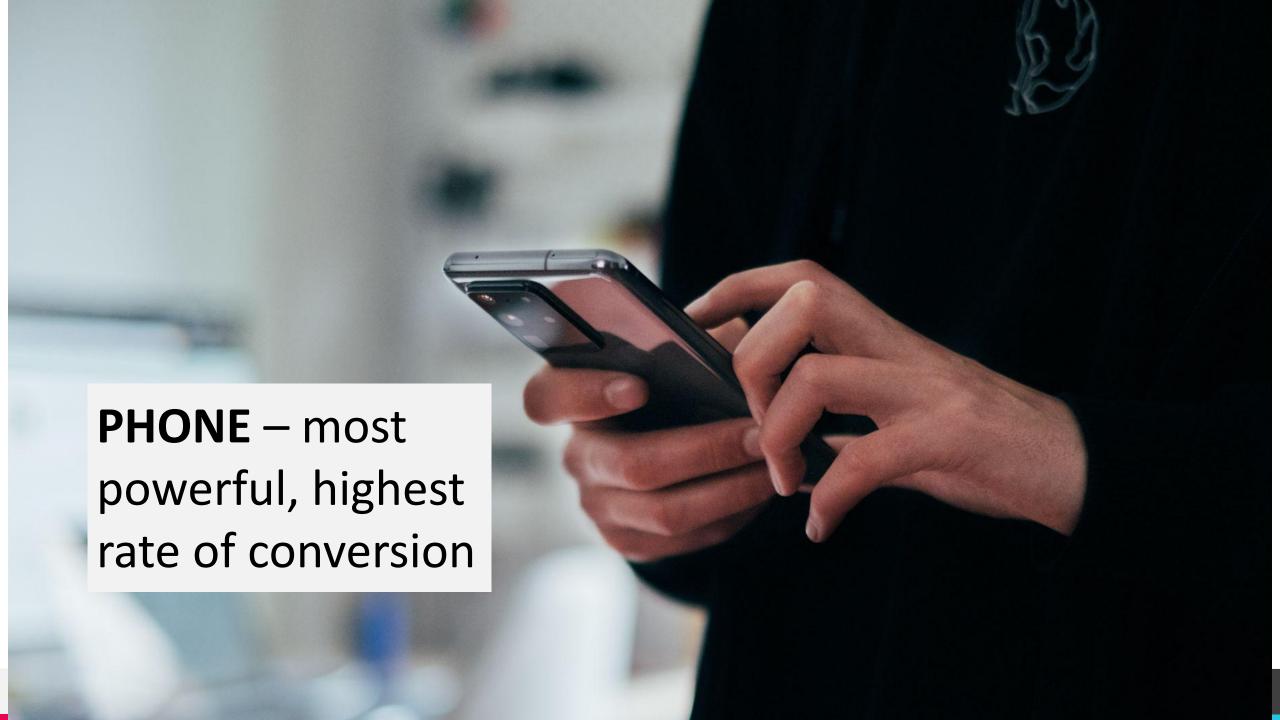
- Change our image (how you view/feel) about self and follow up
- Some truths about follow up
 - Follow-up is a form of paying attention to people
 - Makes them feel important
 - People admire persistence
 - When we don't follow up, we invalidate our product or service



5 Keys to Great Follow Up



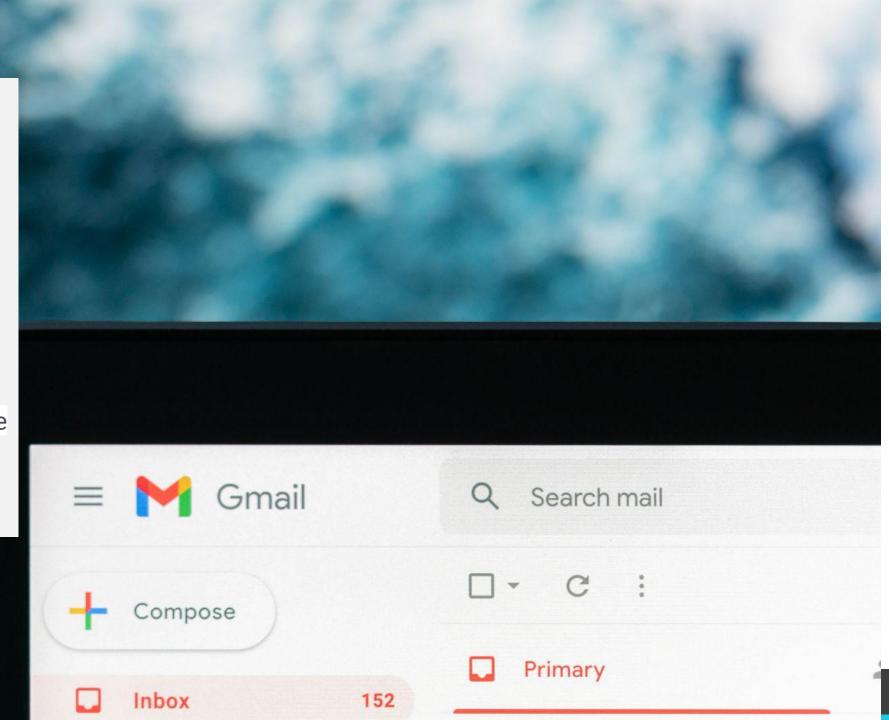






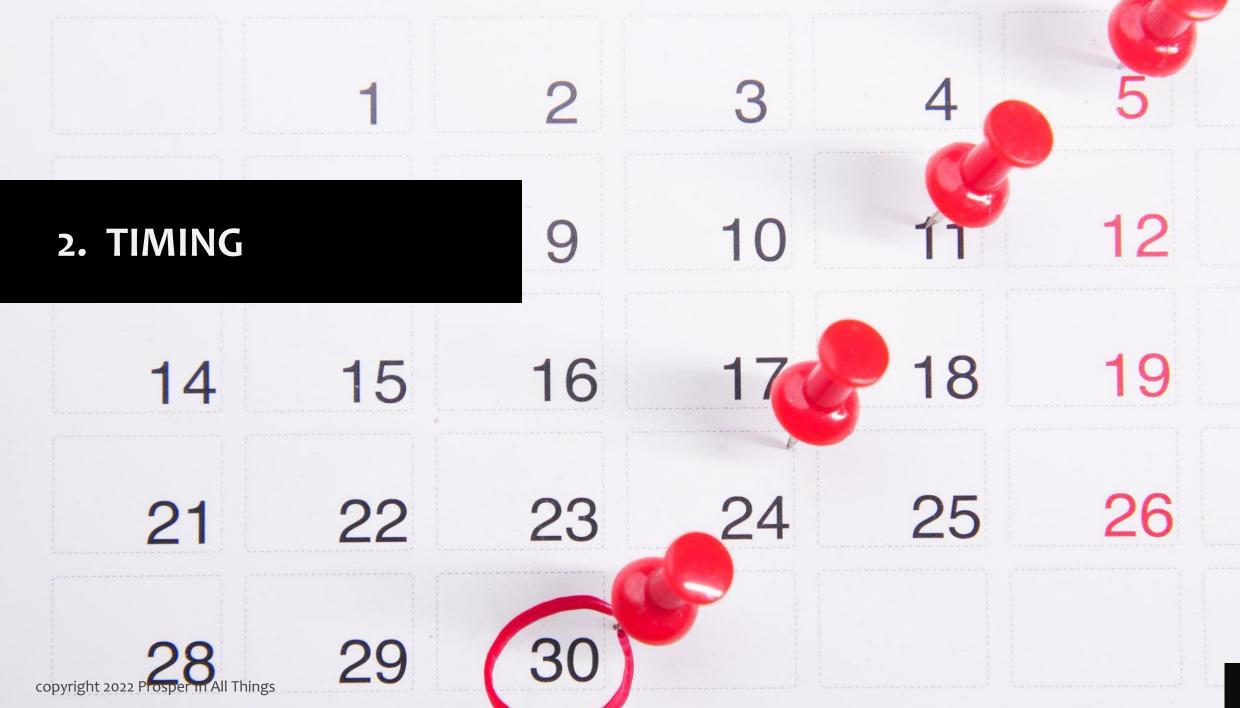
EMAIL – great for both short and long game

emails have the highest return on investment. For every \$1 spent on email marketing, there is a return of \$32



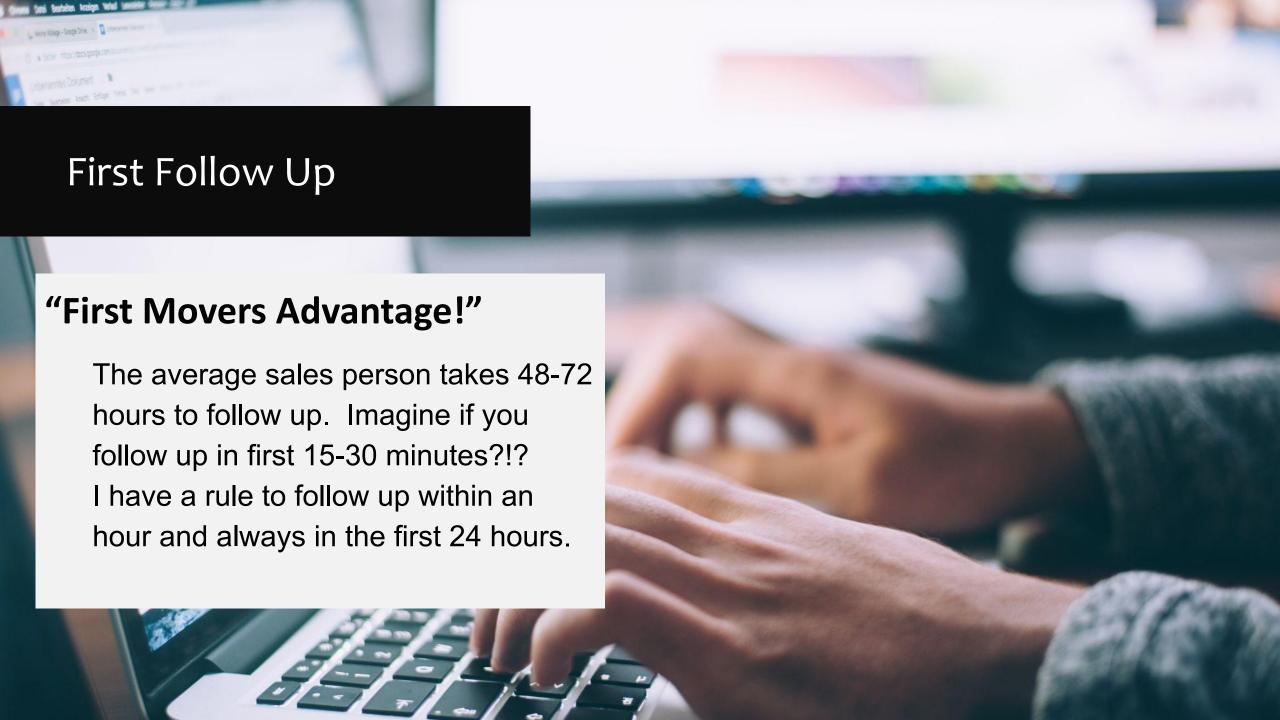
Social Media great for connecting
but very low
conversion for sales



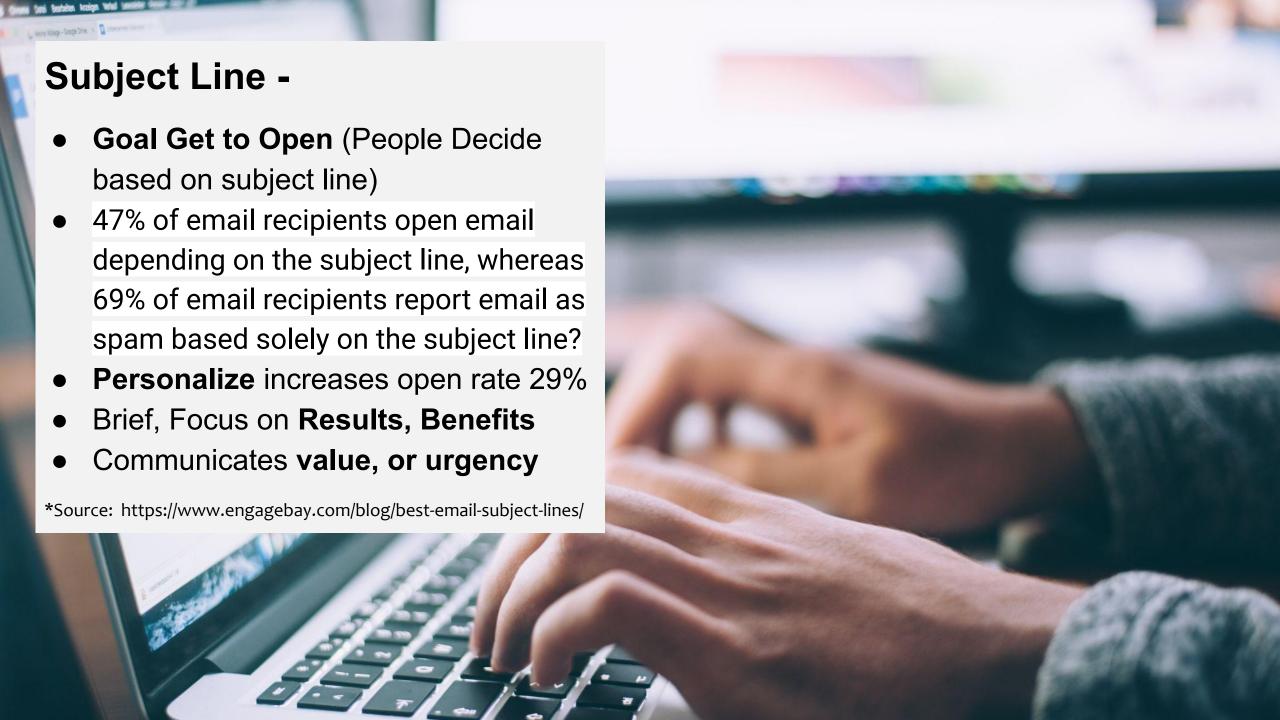


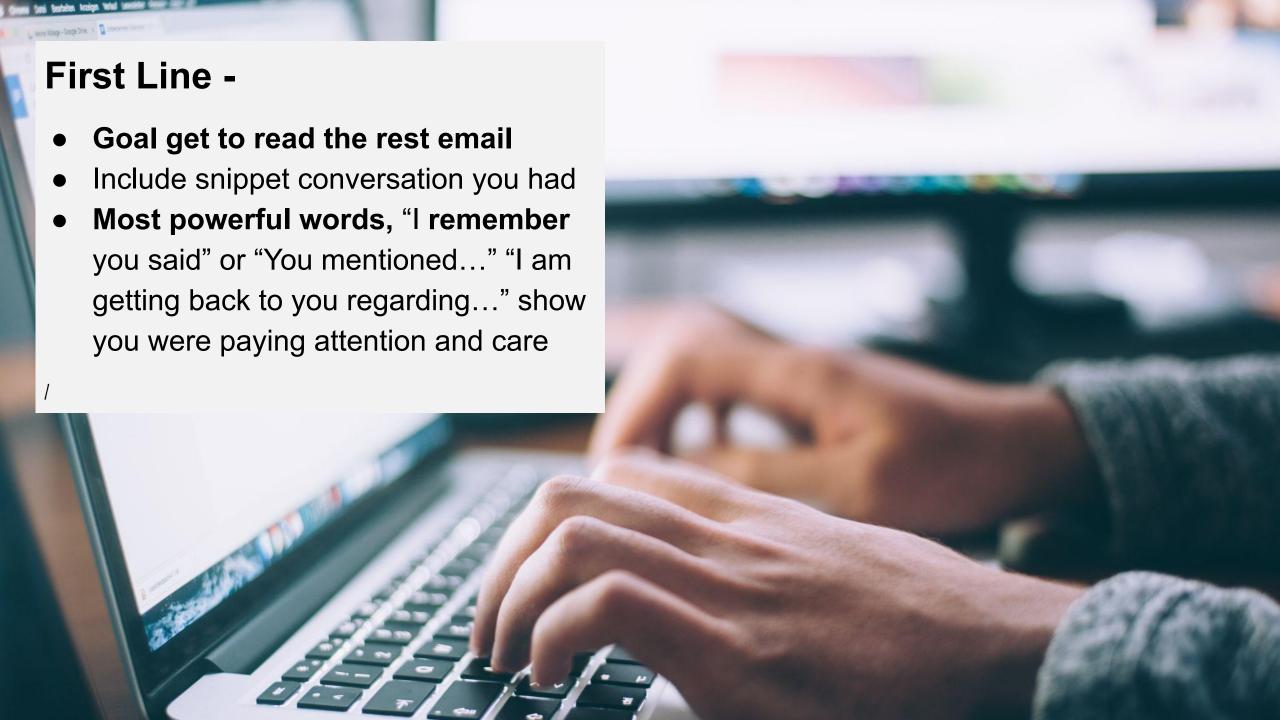
Timing

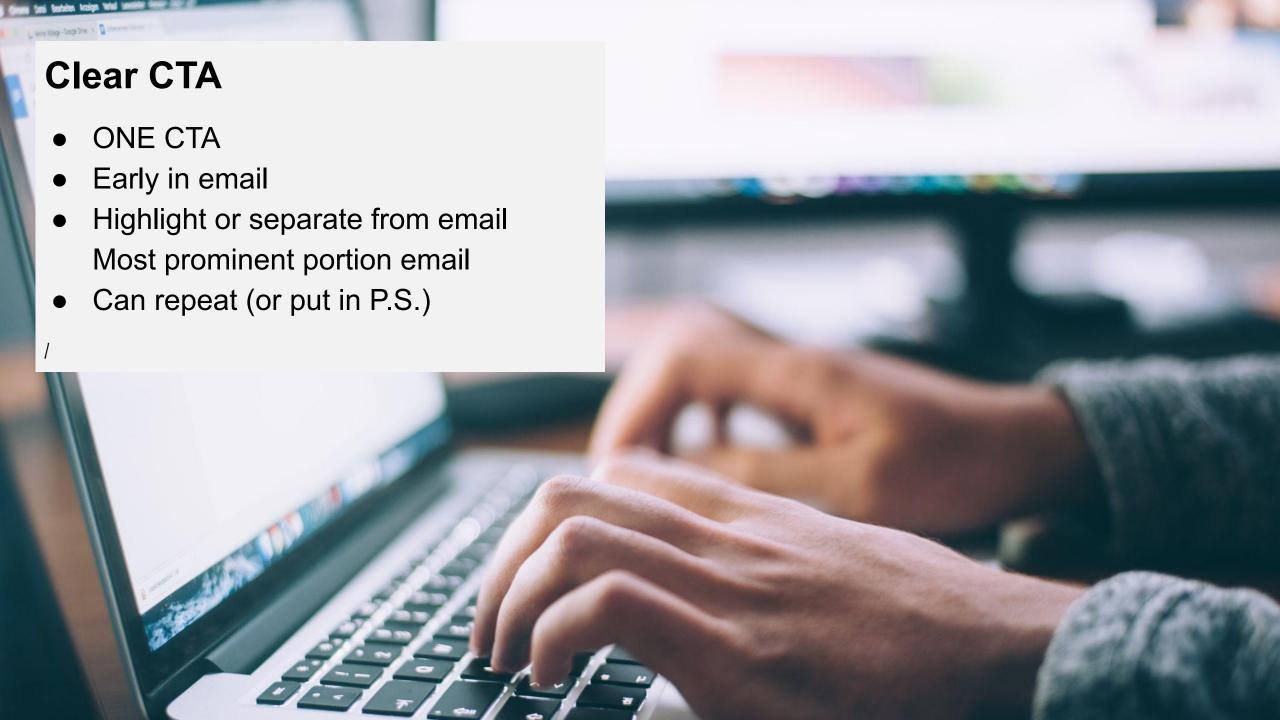








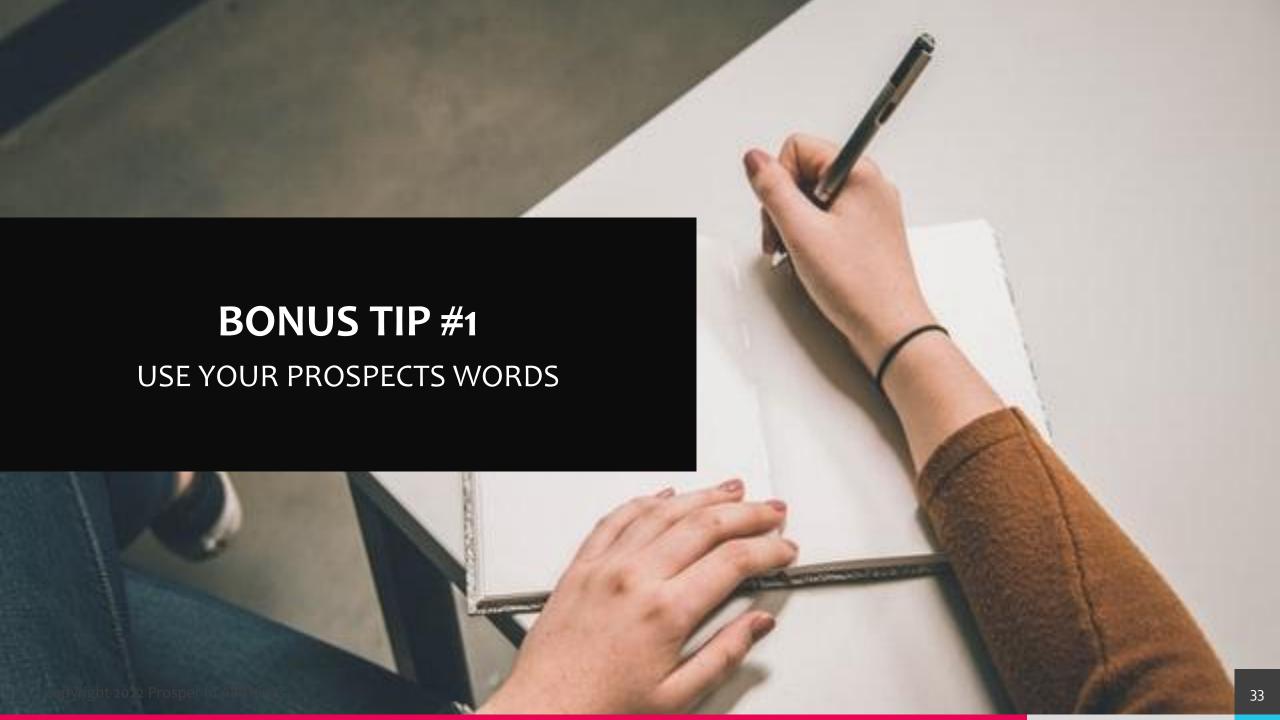


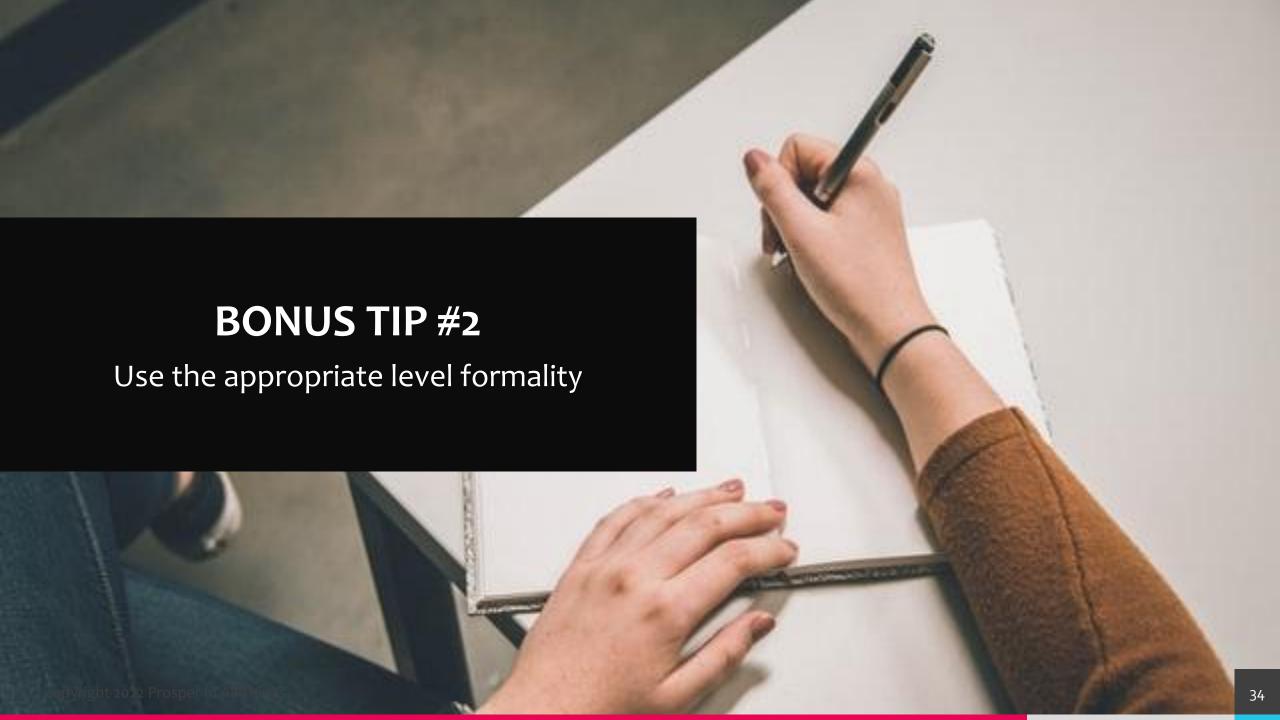


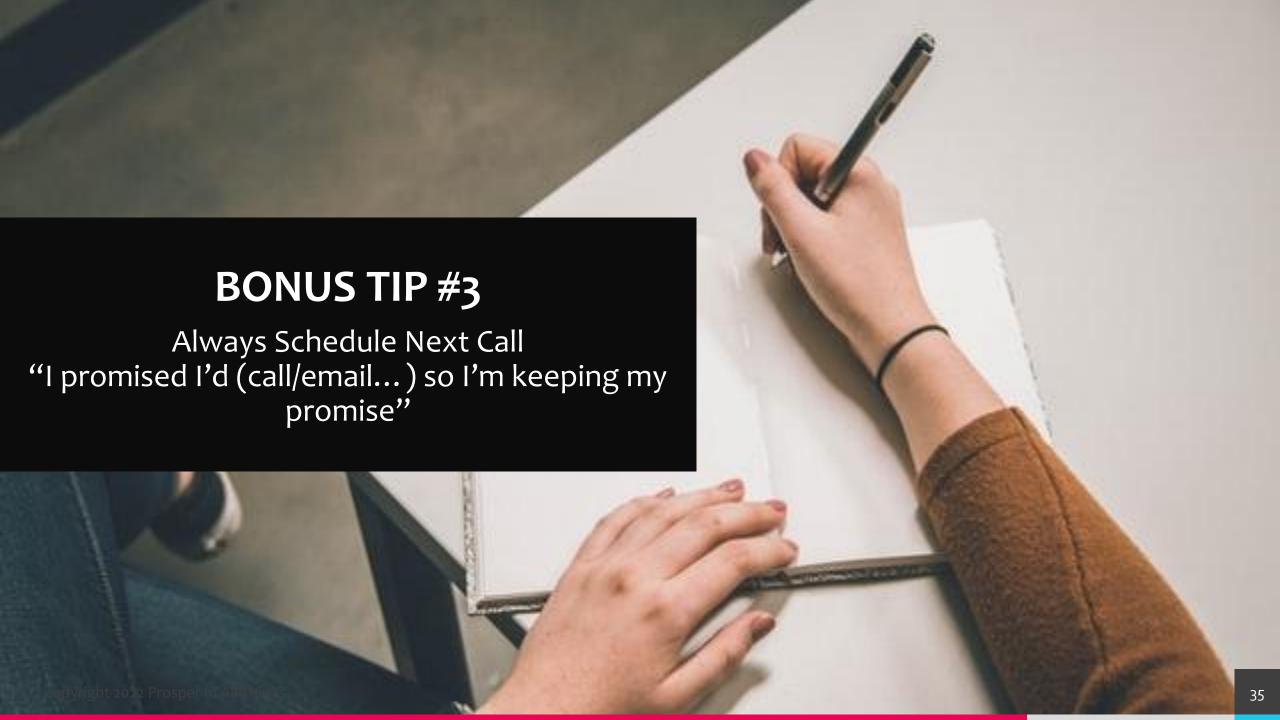












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