

**Date Friday 11th April 2008**



I had heard about Colin's workshop and liked what I heard so I really wanted to go on the work shop GET CLIENTS but kept missing the dates.

Then I was free when the BUSINESS YOU WANT-CLIENTS YOU LOVE came up so I went on that one. I now wonder why I wanted to go on the other one. What was I thinking because as like lots of other business we don't have a problem getting clients or keeping them, but last year and the very beginning of this I wasn't feeling comfortable, I was beginning to hate the phone ringing, hate going to see new clients, I resented the time I spent on doing quotes even the ones that qualified.

I was in a really dilemma, I knew something had to change but what? So what was wrong? Was it the clients we had? Was it me? I'm not sure and no, going on the work shop didn't give me the answers well not that I can say that's what did it, but something happen.

I was apprehensive at first, but I listened and took in feedback from others

One of the first things I looked at was the quotes done from Jan to the begining of April and found we had qualified 80%. Great news there but out of them there were two clients I wasn't really happy to have and wasn't looking forward to working with. I picked up the phone and talked to them, it seamed in both cases there were things they weren't sure about and I myself wasn't 100%. After going over the quotes and work to be done we were all happy and I could move them to my like list. (see workshop) We are now dealing with clients we like, I've even had a written testimonial from one who never writes testimonial just by asking him a different way, I got feed back, again I've always asked for it in the past but never got much so I can only think it must be the way I'm asking since the workshop.

On another plus side I've always asked about new clients budget not one would ever give me a figure to work with. This week two different clients on asking gave this information up front. So was it me? I can't say I'm working different but something is working since I went on the workshop. I enjoyed the day and feel I must have taken on board more then I first thought, enquiries flooded in all last year but I wasn't happy dealing with them, since the work shop I have looked forward to dealing with all the new enquiries that are still flooding in. The clients seem to be responding better, we have been awarded some good contracts and one off's, I feel we are coming across as more professional and successful.

So if you get the change to go on one of these workshops then I'd say go. It may not give you all the answers but if like me you can feel and see the difference after one day out of your busy working life then it as to be worth it. I'd recommend this workshop to anyone in business.

Megan Dovey

Dig It Landscapes Of Pontypool.

PS we are booked solid till well into May, with lots more in the pipe line.