



Inspiring solutions for your business

Hi Colin,

Just a quick note to let you know how well things are going after attending the Get Clients Now Course!

It has been two months since the course and I feel it would be a good opportunity to assess my sales campaign and share the results with you. As you can see it is going very well indeed.

I have generated a pipeline of approx £154,623

Breakdown of pipeline as of this weekend:-

Leads £27,461

Proposals £32,945

Work in Progress £40,250

Completed £15,257

Referrals to other departments £20,780

Lost leads & sales £17,930 That works out at about 22% lost from the pipeline

Total £154,623

I can only recommend to anyone who wants to move forward with their sales to take your training course very seriously, although most of it is common sense, we don't always practise what we like to think we preach.

I have taken your daily task sheet and worked it into my Outlook Diary and am flagging follow ups and the likes, this ensures a steady work flow and keeps my finger on the pulse, so as to not let any potential business slip through the system.

A little piece of advice is to book your time for phone calls or emails as an appointment in your diary and don't break it.

Plan your day and your travelling in areas to maximise your time and keep travel costs down.

I wish you every success with your future courses.

Many thanks

Andy McCabe