

Remodel Your Sales Process

8 Live Group Coaching Sessions Starting on September 12, 2017

Professional sales training, led by Kyle Hunt, to give you the tools and confidence you need so that you can differentiate your remodeling business, understand your prospects needs better, help you close more sales, and help you to deliver a remarkable experience for your clients. **Here's what we'll cover:**

Session #1 - Tuesday, 9/12/17 from 1:00-2:00 PM EST

Great! You Have A New Prospect. Here's What To Do Before You Call Them AND The Initial Phone Call: What You Must Do To Make A Great First Impression

Templates/Tools You'll Receive:

Sales Tracking Spreadsheet, Project Discovery Sheet, Appointment Confirmation Email, What to Expect At The First Meeting document

Session #2 - Wednesday, 9/20/17 from 1:00-2:00 PM EST

5 Powerful Words When Talking With A Remodeling Prospect: This Is How We Work

Templates/Tools You'll Receive:

Design Retainer and Project Development Agreement Examples. Our Process Examples

Session #3 - Wednesday, 9/27/17 from 1:00-2:00 PM EST

The In-Person Meeting: How To Prepare, What To Bring, And The Approach You Should Take

Templates/Tools You'll Receive:

Marketing Kit Overview, Kitchen & Bathroom Selection Sheets, Thank You Card Script

Session #4 - Wednesday, 10/4/17 from 1:00-2:00 PM EST

No Project Left Behind: Your Lead Tracking, Sales Pipeline, and Follow-up System

Templates/Tools You'll Receive:

Unstuck Emails, 10-Word Email, Lead Dashboard, Customized Lost Job Survey

Session #5 - Thursday, 10/12/17 from 1:00-2:00 PM EST

Let's take a breath! We'll focus on a review of everything we have covered so far and on how we're doing with *implementing!*

Session #6 - Tuesday, 10/24/17 from 1:00-2:00 PM EST

They Are Sold! Now What? and After The Remodeling Job Is Done - Here's What To Do

Templates/Tools You'll Receive:

New Client Kit & Email, Completed Job: Customized Satisfaction Survey, Google Review Email

Session #7 - Wednesday, 11/1/17 from 1:00-2:00 PM EST

How To Effectively Stay-In-Touch with Previous Clients/Prospects

Templates/Tools You'll Receive:

An annual plan and marketing calendar for professionally staying in touch with your previous clients and prospects

Session #8 - Wednesday, 11/8/17 from 1:00-2:00 PM EST

Open Q&A for the group, review of what we covered and a solid Wrap Up!

Questions (& Answers!)

How do I participate in the calls?

We'll use GoToMeeting for all of the calls. You can dial in and/or join the screen share portion. I'll share my screen during the training session and you'll be able to ask questions via phone or the chat box. I'll set aside time on every session to do some Live Q&A.

Will the calls be recorded if I can't make one of them?

Yes, I'll record all of the calls and there will be a private page where you can access all of the recordings and templates/tools that are shared.

Is this just for remodelers?

The training and all of the examples I use will be specifically tailored for remodelers who focus on kitchen/bathroom/basement/home addition type work. With that said, if you do something other than that - a lot of the best practices that I'll be sharing will carry over to other industries. Email me if you'd like to chat about your situation and to see if it would be a good fit for you.

How much does it cost?

If you sign-up before August 25th the cost for the 8 session training course is **\$297**.

If you sign-up between August 26th and September 5th the cost is **\$347**.

If you sign-up on September 6th or after the cost is **\$397**.

How do I sign-up?

What a great question! Give us a call at **810-522-8755** or email (kyle@remodelyourmarketing.com) and myself or my assistant will connect with you to get your credit/debit card number for payment and get you signed up!

Bonus Offer:

For the first 10 people who sign-up - you'll also receive a **free 1-on-1 coaching call with Kyle to be used before 12/31/2017 (\$150 value)**