PROSPECT TO CUSTOMER LEAD FOLLOW-UP

PROSPECT 50% of sales people CONTACT have given up #1 65% of sales people CONTACT have given up #2 79% of sales people CONTACT have given up #3 89% of sales people have given up CONTACT You harvest low-hanging fruit Just now you are **CONTACT** becoming a factor in #5 your prospects mind Nurturing slowly, **CONTACT** your prospects get to know you You are earning top of CONTACT mind awareness #7 You are probably the only person to CONTACT make 8 contacts with this person At this point, when your prospect is ready to buy, CONTACT you have a 90% chance #9 of being called **CONTACT** #10 CONTACT #11 CONTACT #12 **CUSTOMER**

