

Remind People Of Your Offers!

This Free E-Book is brought to you by Natural-Aging.com.

100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

Remind People Of Your Offers!

By Bill Vannot

Remind People Of Your Offers! by Bill Vannot

Copyright © Bill Vannot – All Rights Reserved

<http://www.successful-marketing.com>

=====

Frequent reminders are very important! We make our initial pitch and then we have to go back a few times to get someone to make a solid decision. We must re-state our benefits quite a few times, reminding people politely, just what's in it for them, if they say yes to us.

You could say we're in the reminder business. We always need a reason to go back just one more time. We need a brand new answer to the "Why should I listen to you for each and every return email or phone call?"

Creative selling demands creating new reasons, new angles, new ways of looking at things. Our life in sales would be easy if all we had to do, was tell people what we're all about. It takes a lot more than bragging to make enough money to pay our bills. Reminders should have real substance and offer a lot to the person you are reminding. Small talk won't do the job.

Ask yourselves these questions:

1. What's going on in your customer's world?

Remind People Of Your Offers!

2. What can I mention or possibly do that will remind them that I have something very important pending their approval?

3. How can I possibly make that "something" as important to them, as it is to me right now?

In our fast paced world, decisions are still made at turtle speed. Creating some sense of urgency is definitely our job. Always remain positive, then lead them through the proposition hoops, one more time. You must try to determine what the deal stopper might be. If it's just indecision, as it usually is, remind them of all the good things that you

both can make happen together. Be sincere but firm. When friends help friends, everyone wins!

This article may be reprinted freely as long as the reference box remains intact.

Bill Vannot specializes in branding Businesses with articles, even if you can't write! Find out what a GhostWriter can do to help you brand your e-business identity!<http://www.flashyads.com/boohoo.html>

How To Sell To Customers Again and Again!

By Larry Dotson

How To Sell To Customers Again and Again! by Larry Dotson

You're always going to have people that buy once and never purchase again. Once they quit buying, that's lost revenue for your business. To stay in business these days you must persuade your one time purchasers into buying again and again.

First, you must set up the process to re-contact them after they order. This will remind them that you're still in business, ready and willing to sell to them again. Ask visitors to sign up to your free e-zine, associate program, mailing list, opt-in list, etc.

Now that you have the opportunity to re-contact

Remind People Of Your Offers!

them you must learn their future needs and wants. When you send them any information remind them that you're open to any questions or advice and give them a customer satisfaction survey. This kind of data can be useful to successfully present new offers and products to them.

Next, you can send your back end offers. Give your customers plenty of incentives and deadlines to order. You could offer them a discount for ordering before a certain date. Tell them "first come first serve" you have only so many left in stock. Offer them bonus products if they order in a certain number of minutes. All these techniques can greatly increase your chances.

Finally, show your customers that you care about their business. Mail them greeting cards on holidays and birthdays. Send them surprise gifts once in a while. Invite them to company get togethers and parties. You can always include a subtle offer with each card, invitation or gift.

1000 Ways To Write, Create, Package And Sell Information Products! <http://www.ldpublishing.com>

Remind People Of Your Offers!



This Free E-Book has been brought to you by Natural-Aging.com.

100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!