WINNING FROM THE BEGINNING

PLAN TO WIN

THE WIN starts with a plan and preparation. Know the outcome before you start. **Click Here** for a Quick 5 Step Checklist For Every Quote.
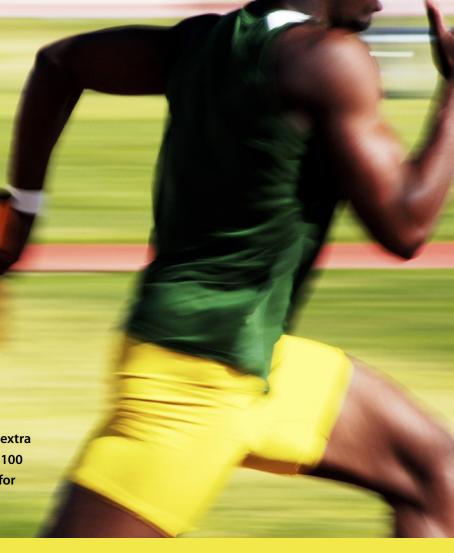
PRICE TO WIN

Avoid pricing yourself out of "**THE WIN**"! Use our suggested mark up guide to make secure "**THE WIN**"

Orders for 100 – 500 pcs.
Suggested Mark Up is 25-30%

Orders for 500-1000 pcs.
Suggested Mark Up is 20-25%

Orders for 1000 – 2500 pcs.
Suggested Mark Up is 20%

Everyone likes a deal. So think about marking it up an extra 10% then giving them a 10% discount. (i.e. Getting a $100 chair for $50 feels way better than getting a $50 chair for $50. Increase their perceived value.)

PROMOTE TO WIN:

"Here's your quote, call me with any questions" Is not going to work anymore. Put a powerful Offer behind the quote, and some bone chilling facts. You may not have time to put this together…**So Use One of Our Templates**. **Click Here**

GET THEM A SAMPLE

Your client is very particular, and doesn't like changes. If they have your product in their hand, they will be way more likely to choose your offer because their heart is set on the product in their hands. Take advantage of our **Free Sample Program**. We'll send it directly to your client with client safe materials. Very professional Sample Product Packet.

GET THEM A VIRTUAL MOCK UP

I'm sure you are a great sales person, but its much easier for your client to Picture how their logo would look on a product, when they are staring at a Picture of a product with their logo on it. Request a **Free Virtual Mock Up**.

FOLLOW UP AND WIN

I know this doesn't sound like a secret and its not, but it is overlooked too often. Over **65%** of the sale is found in the follow up. Follow up calls uncover hidden objections you can overcome and win. When you encounter an objection, take a look at our **FAQ Page**. We have great options for budget issues, sticker shock, or custom drives. We even have some good stuff for that dreaded "**Can you match this price I found online**?" question.

USFLASH & TECHNOLOGIES

877.872.3527 | sales@usflash.net | www.usflash.net