



More Sales Tips & Tricks

1. Get your **quote** to the client as soon as possible. Make it a policy to get back to them within five business days. The longer it takes for you to get back to them the less chance you have to close the sale.
2. Don't be afraid to **ask for business!** Say to the client, "If this looks good, can we go ahead and get started?" This forces the client to make a decision without putting pressure on them. Make sure you ask your client a yes or no question in order to get a straight answer. An open ended visit can result in no sale.
3. **Be confident.** If you let the client get the impression that you're not confident in your ability to do the job, you could lose the sale.
4. **Keep the choices to a minimum.** To start, show your client two or three options only. If the client doesn't like any of the options, then you can show them something else. Too many choices can get confusing and overwhelming for the client.
5. Give all customers who order white drapes or shades a **Dry Spot Remover Stick** (AS55), then they will come back to buy more! Another idea is to label the stick with your company information to ensure repeat business or client referrals.