It'll Never Work For You If You Don't Use IT!

How To Turn That Pile of Business Cards On Your Desk Into A Smart, Ever Expanding Database That Identifies Prospects Who Are Looking To Buy What You Offer!

3d Consulting Services

Making Selling Simple

Tim Dodd

Chartered Accountant

Practice Manager

Practice Management Consultant

Professional CRM Process Mechanic

(Definitely NOT a programmer!)

www.linkedin.com/in/3dtimdodd

In The Beginning…

- 10 new contacts per week (networking etc.)
- 500 new contacts per year
- In business for 3 years? => 1500 contacts
- Spend 5 mins re-connecting with each contact
- 1500 * 5 = 7500 minutes = 125 hours (>15 full work days)
- Per quarter so that's 4 times per year…

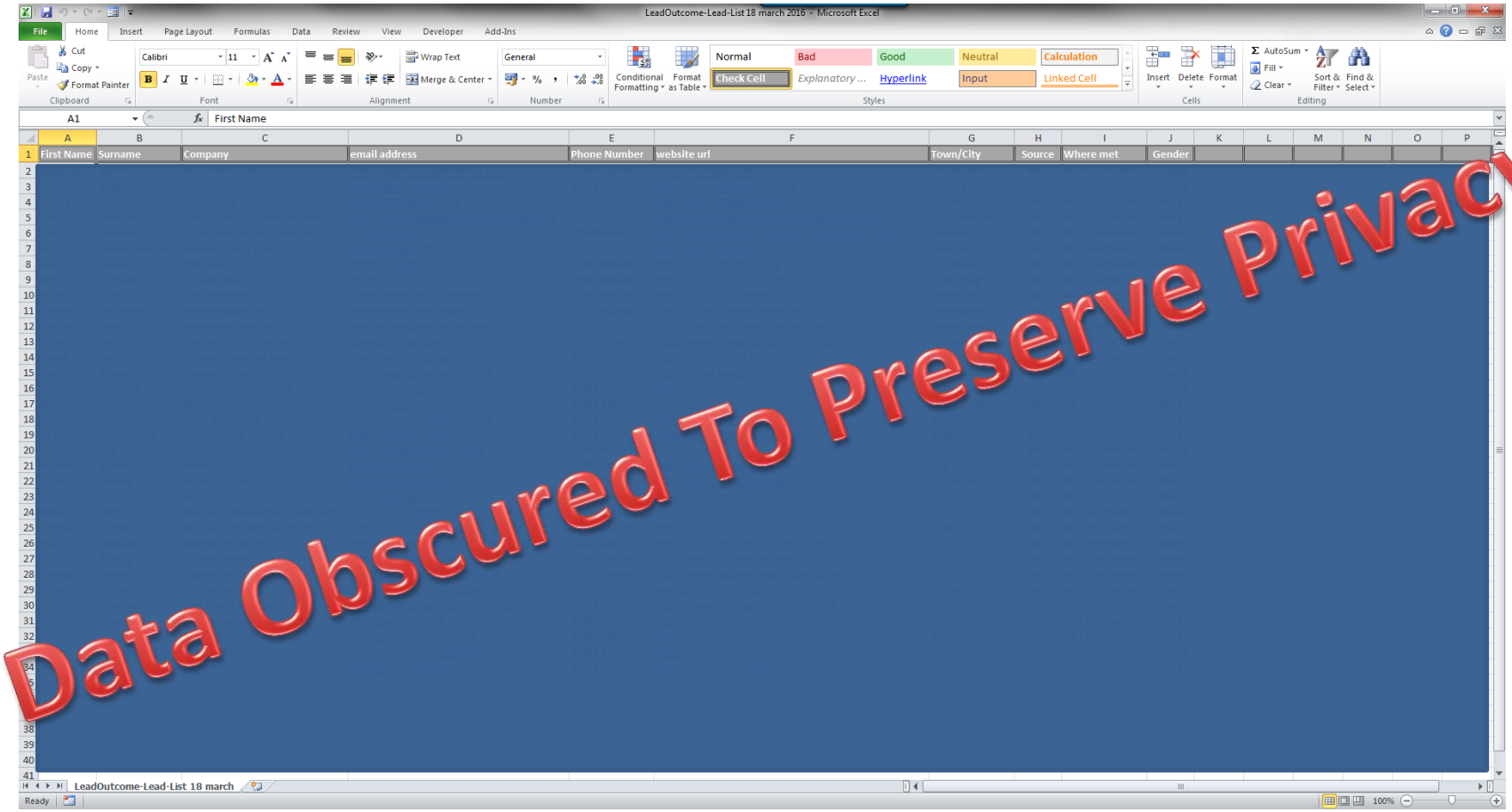
You're Having A Laugh!

- 2 - 3% of your audience are actively looking to buy at any point in time
- 2% of 1500
- approx 30 hot prospects

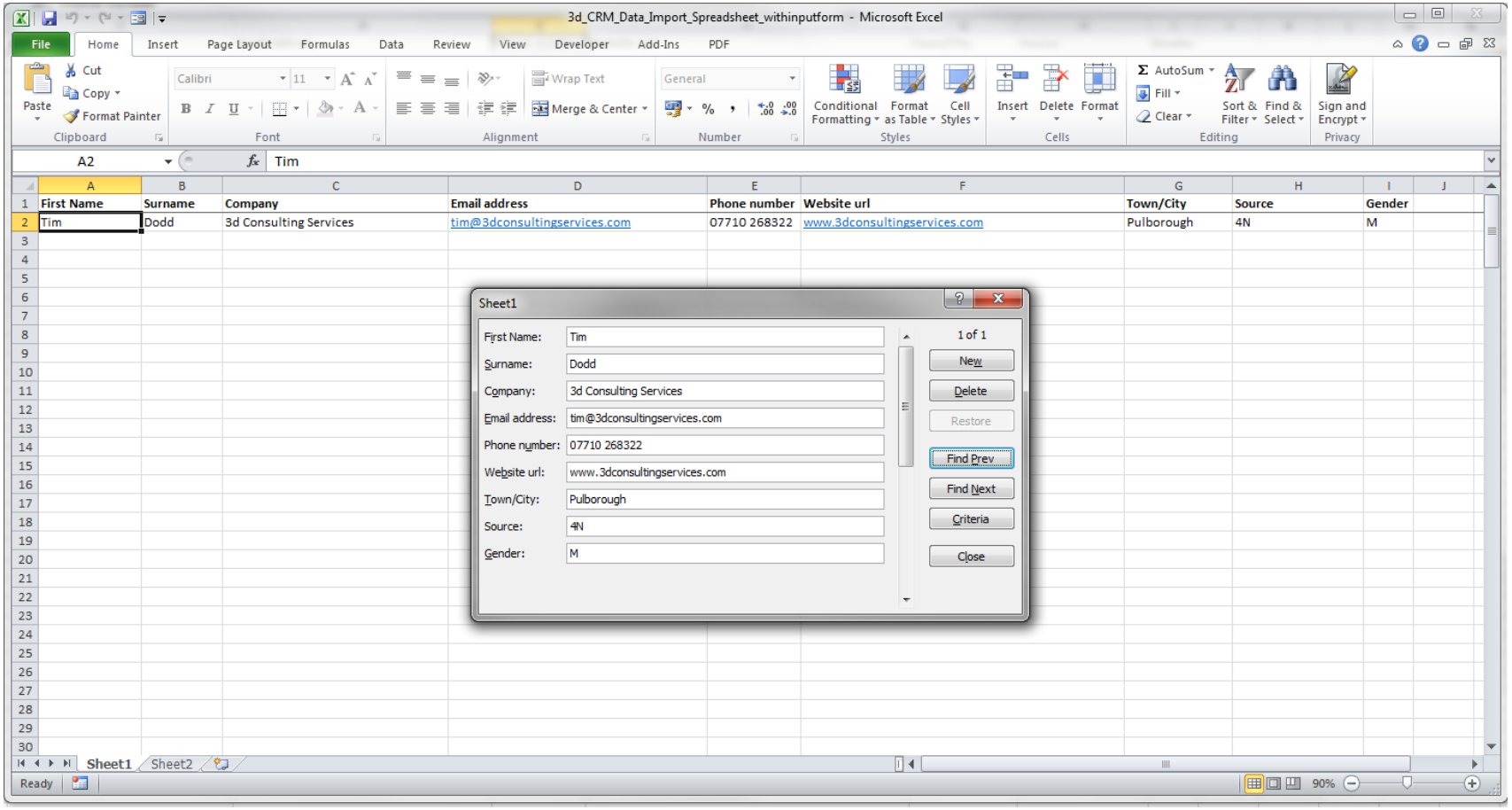
But How Can You Find Out Who?

Back To The Stack of Cards…

Collate Details Into A Simple Spreadsheet…



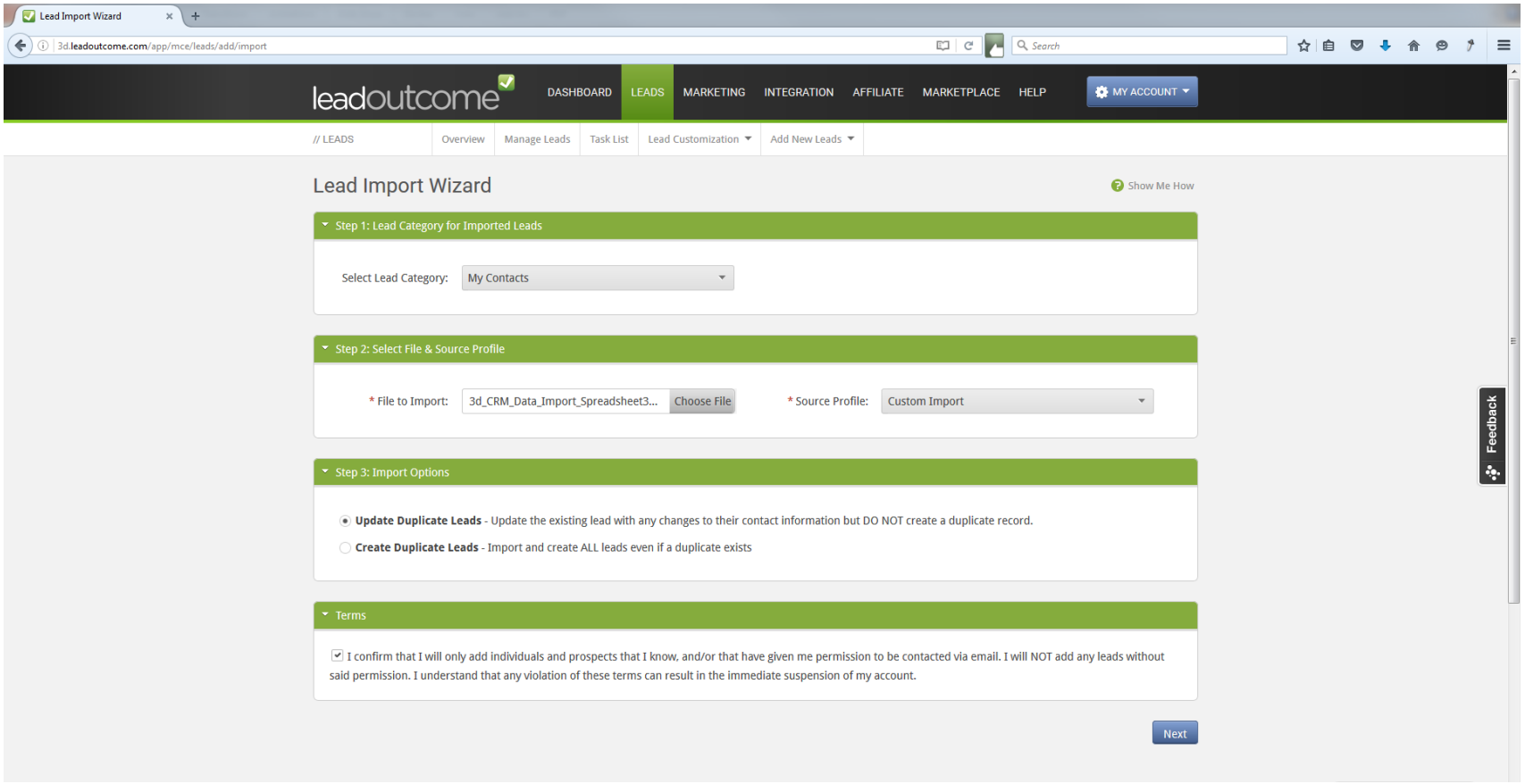
Simple Template with Input Form…



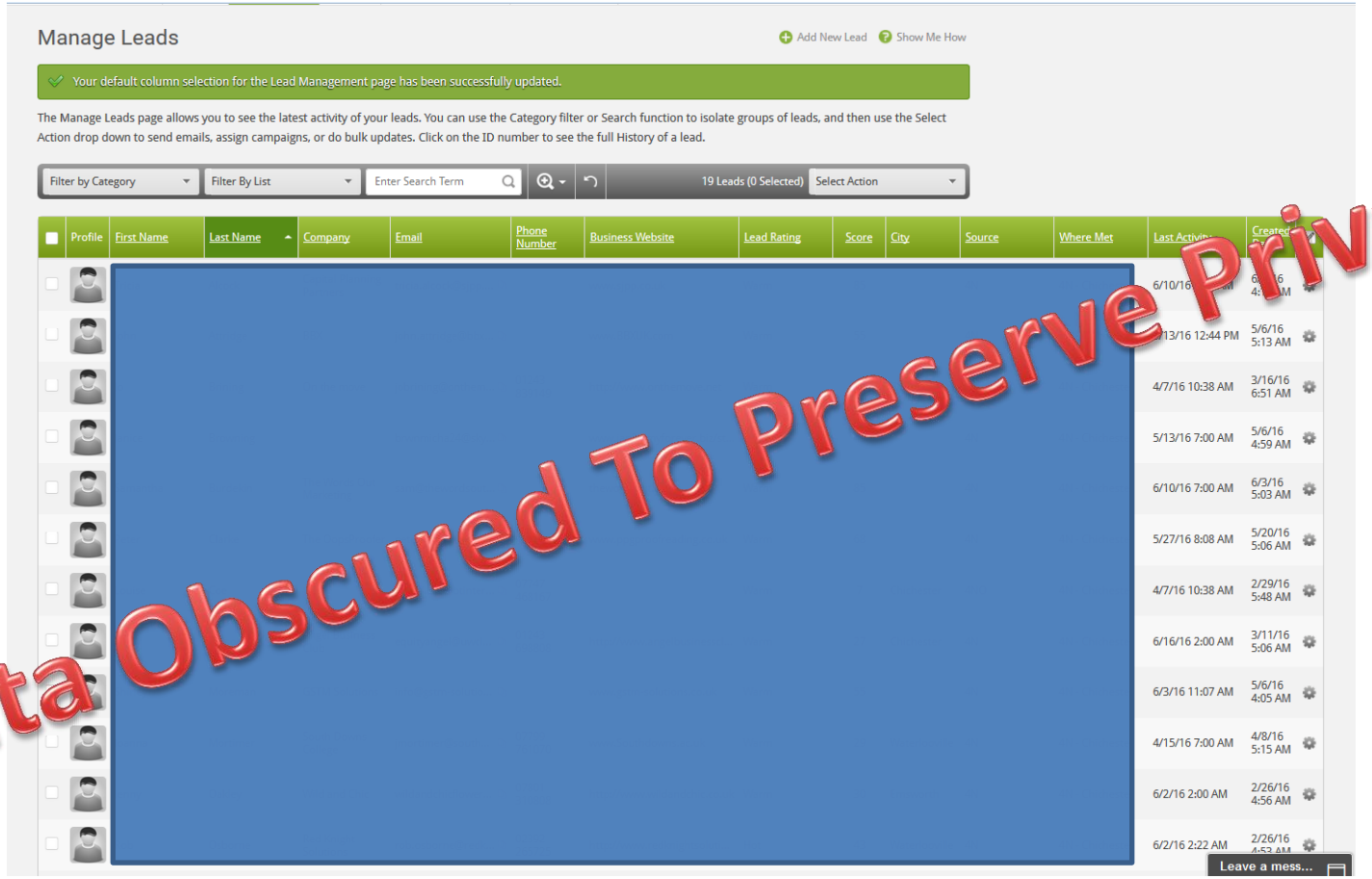
This simple Spreadsheet template is available to download from

www.3dConsultingServices.com/CRMDataSheet

Import Into Your CRM System…

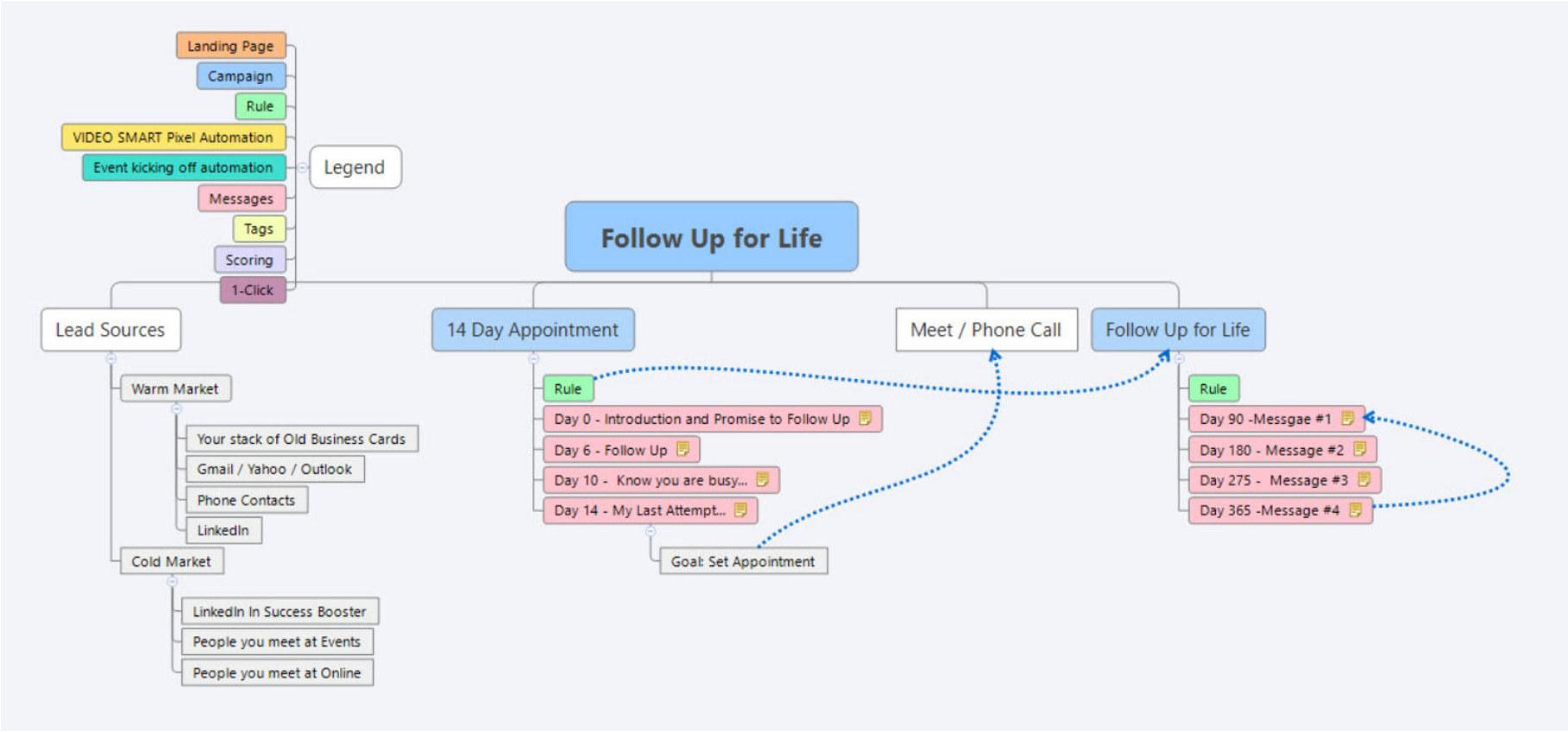


And You're There…

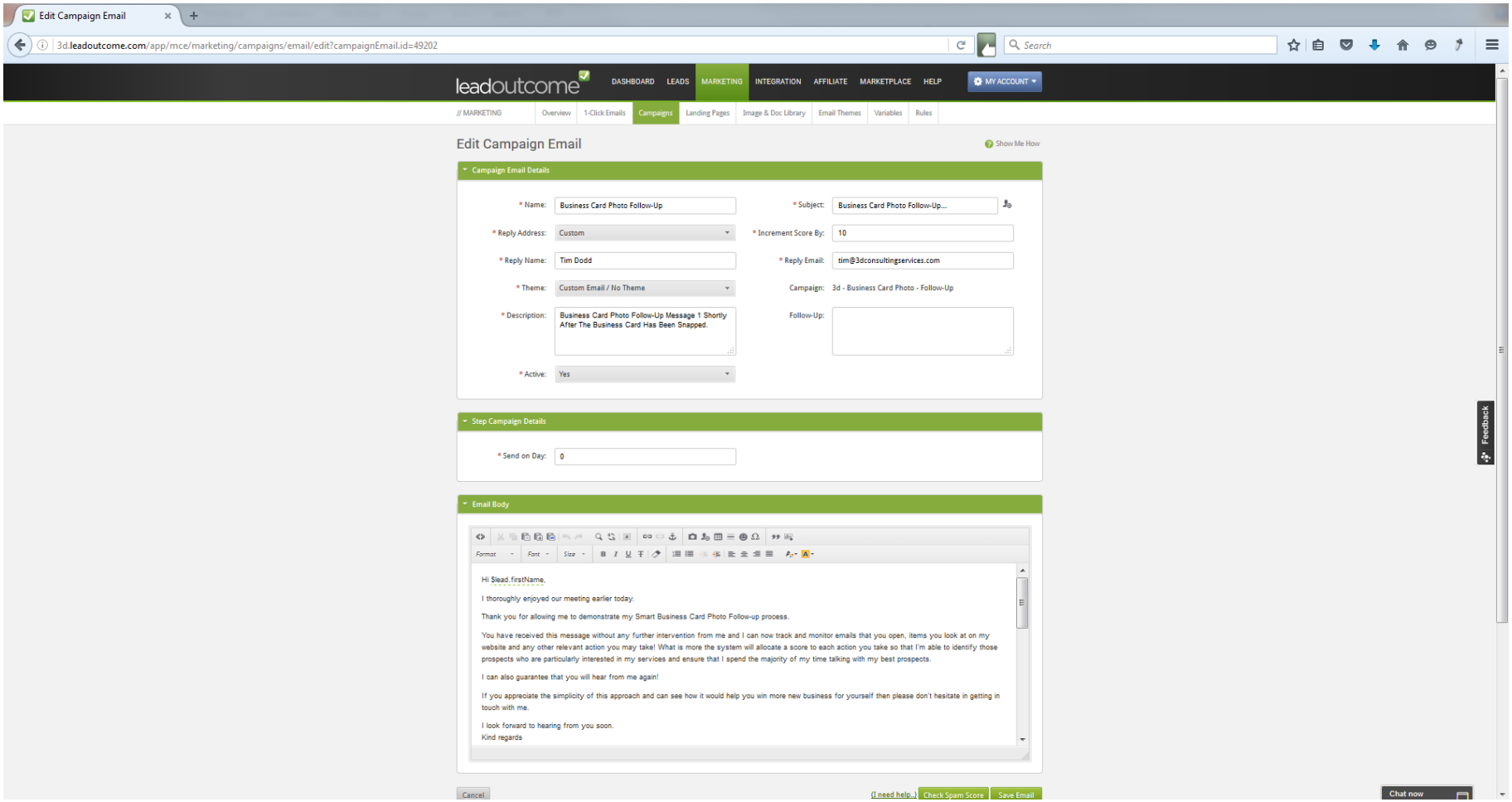


Simplify Input By Using Photo Card Reader…

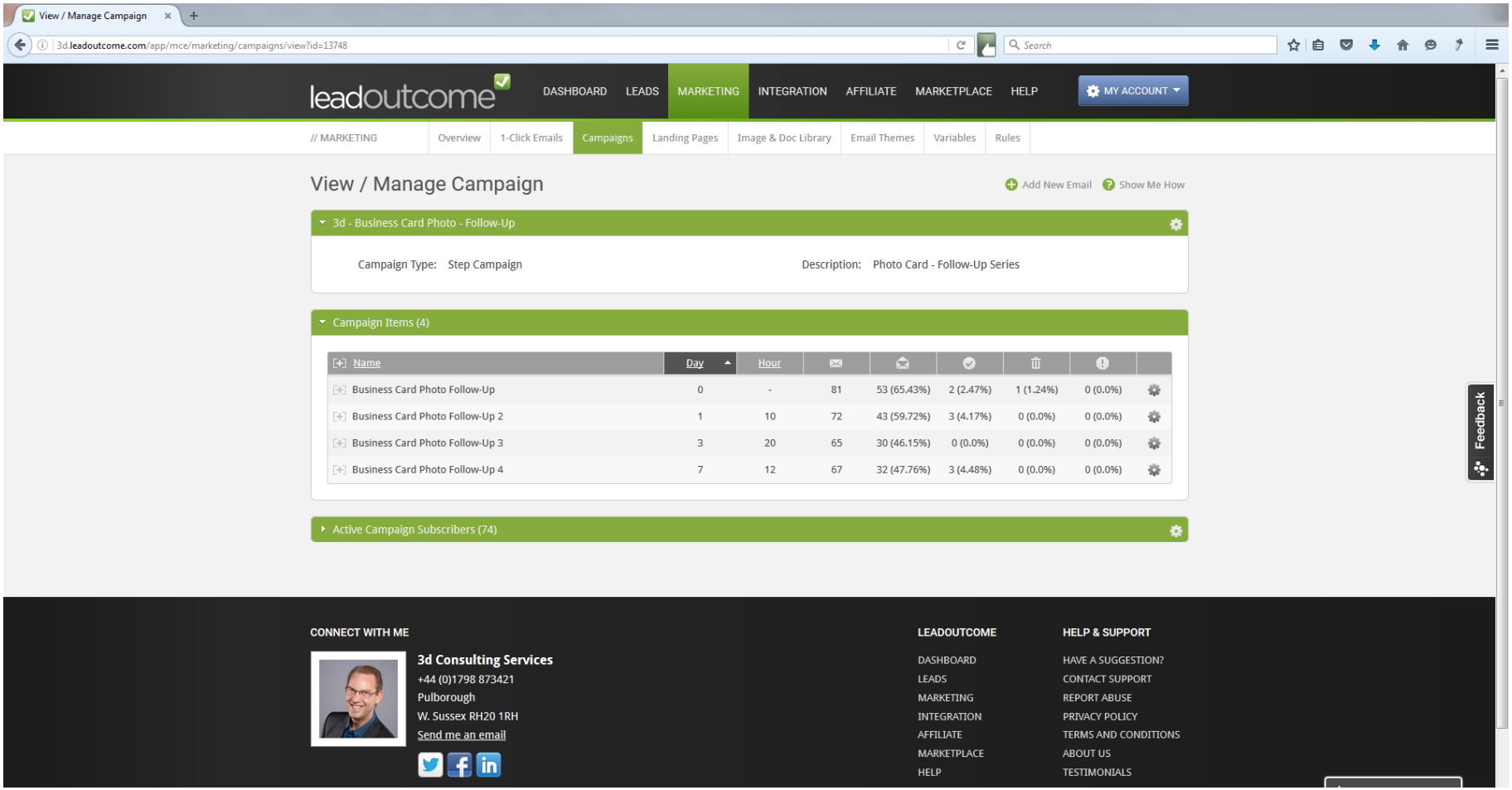
Map Out What You Want To Happen...



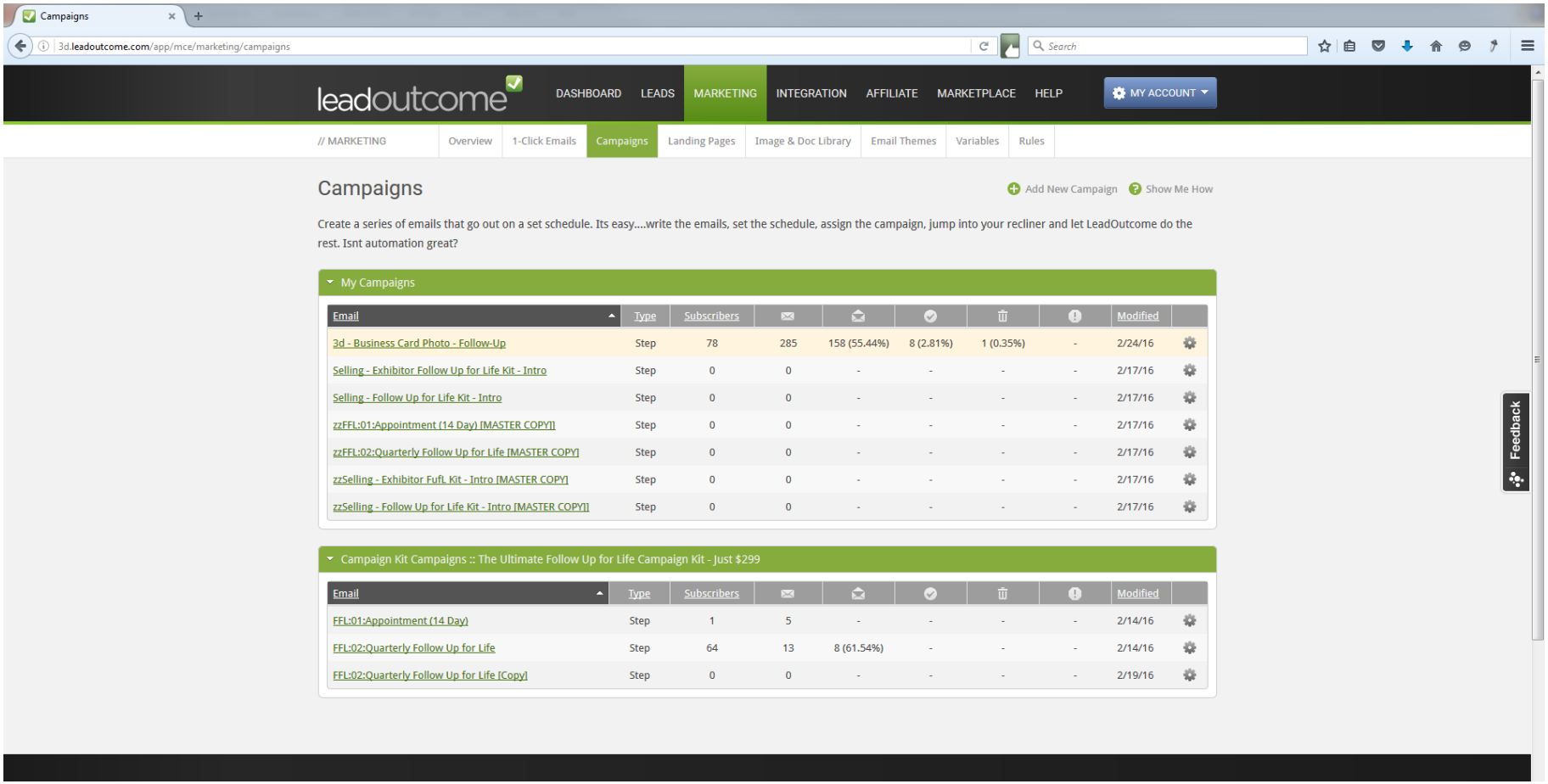
Create Your Master Email Templates…



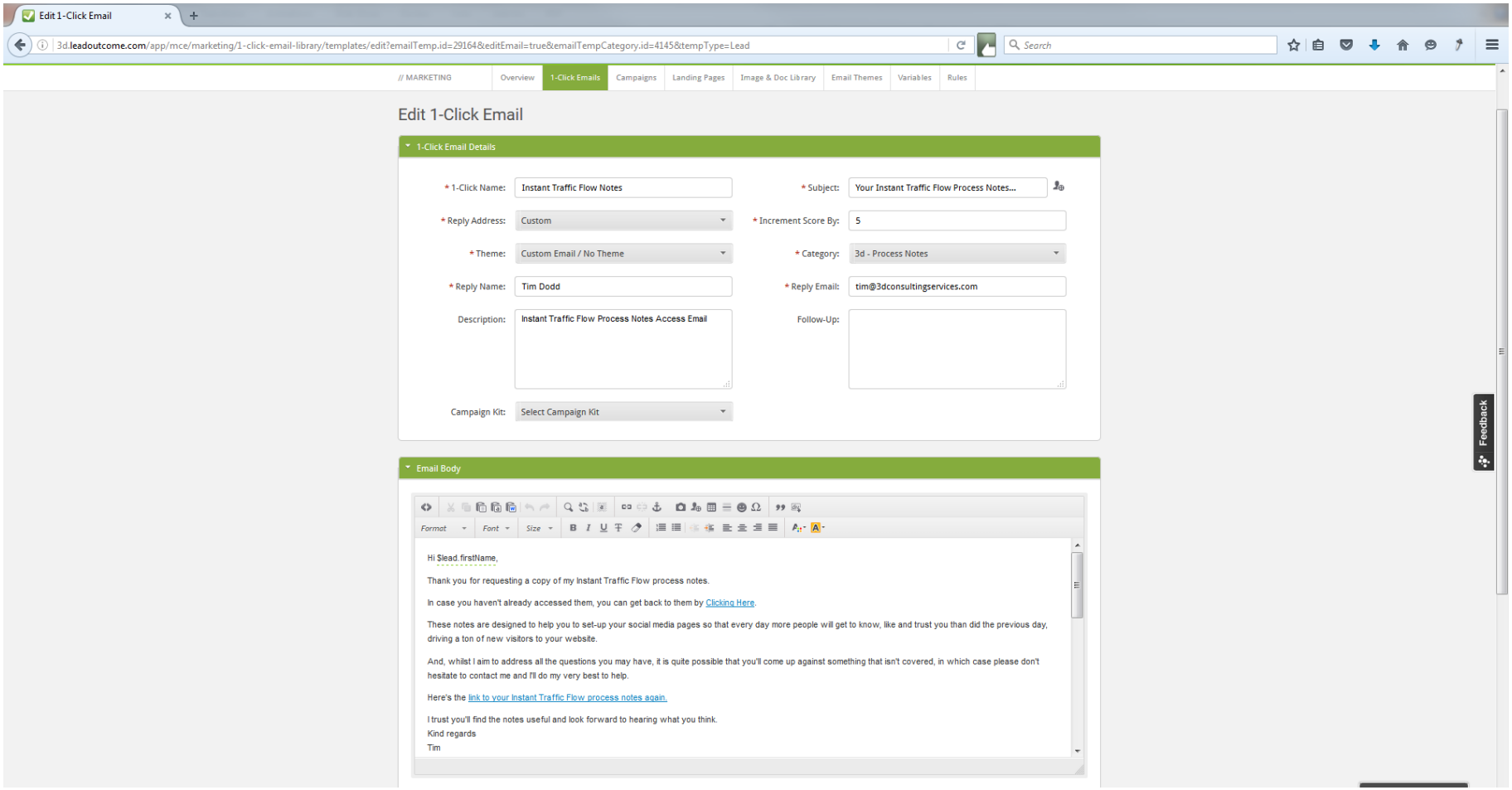
Drip Feed Follow-Up Information…



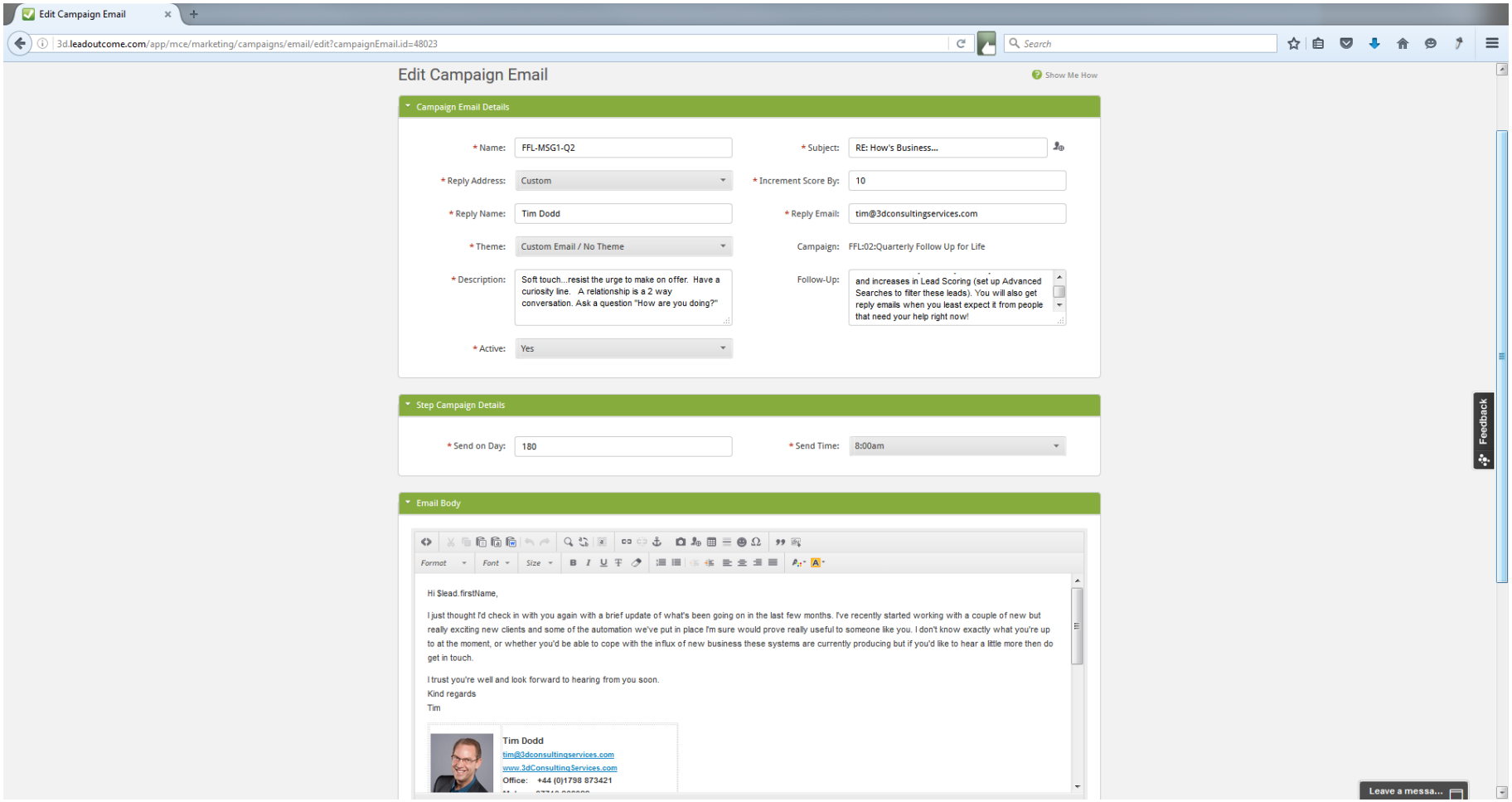
Create Multiple Multi-Part Campaigns…



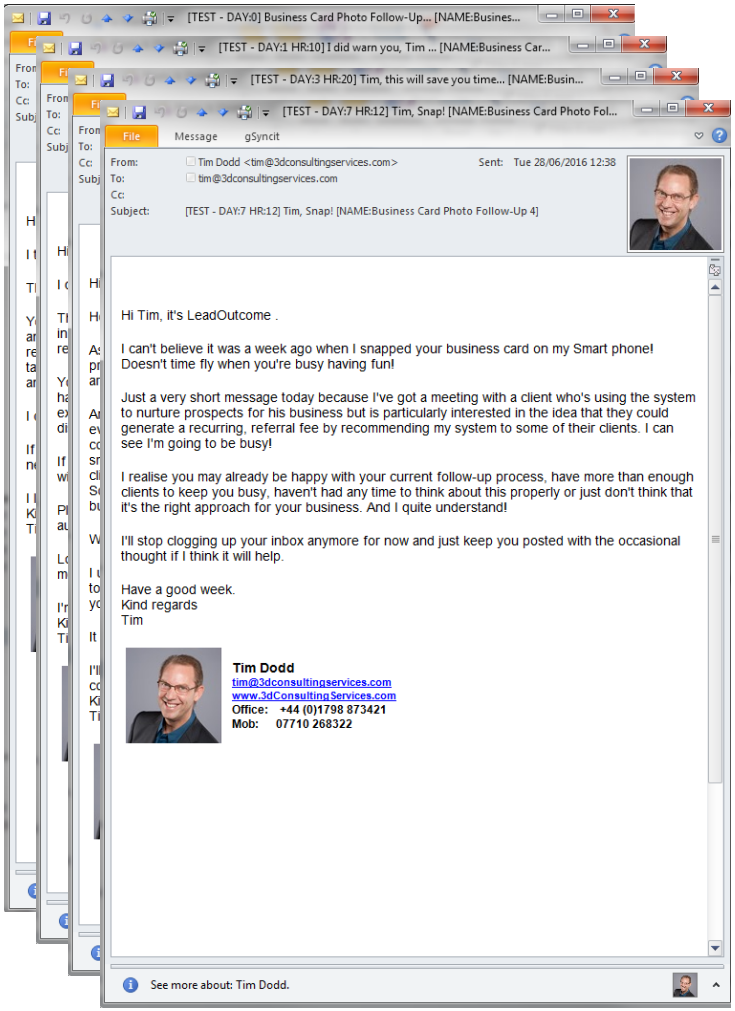
Regular One-Off Messages...

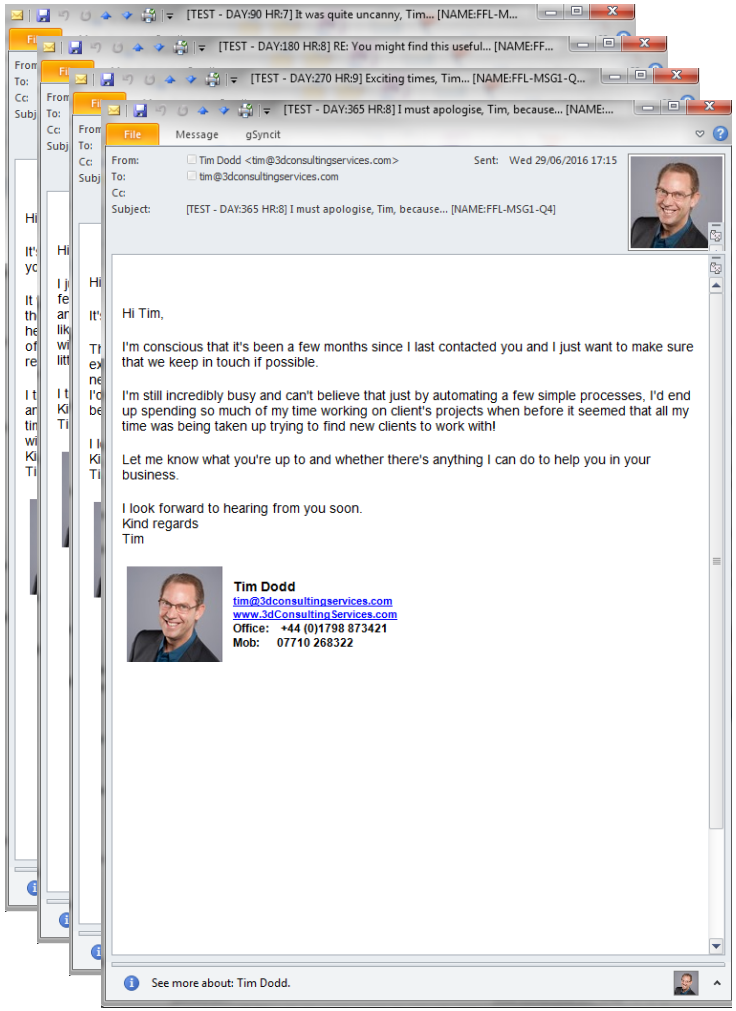


& Quarterly Thinking of You Touches…



Recognise Any Of These?





Offer Your Contacts Something Of Value…

Sensational Subject Line Te...

www.3dconsultingservices.com/subjectlines

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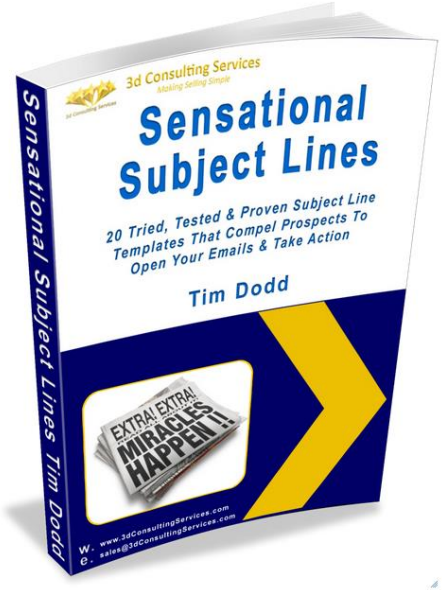

Thank You!

You now have access to the 20 Sensational Subject Line templates and can start writing emails your prospects want to open instantly!

Click Here to Access Your Templates

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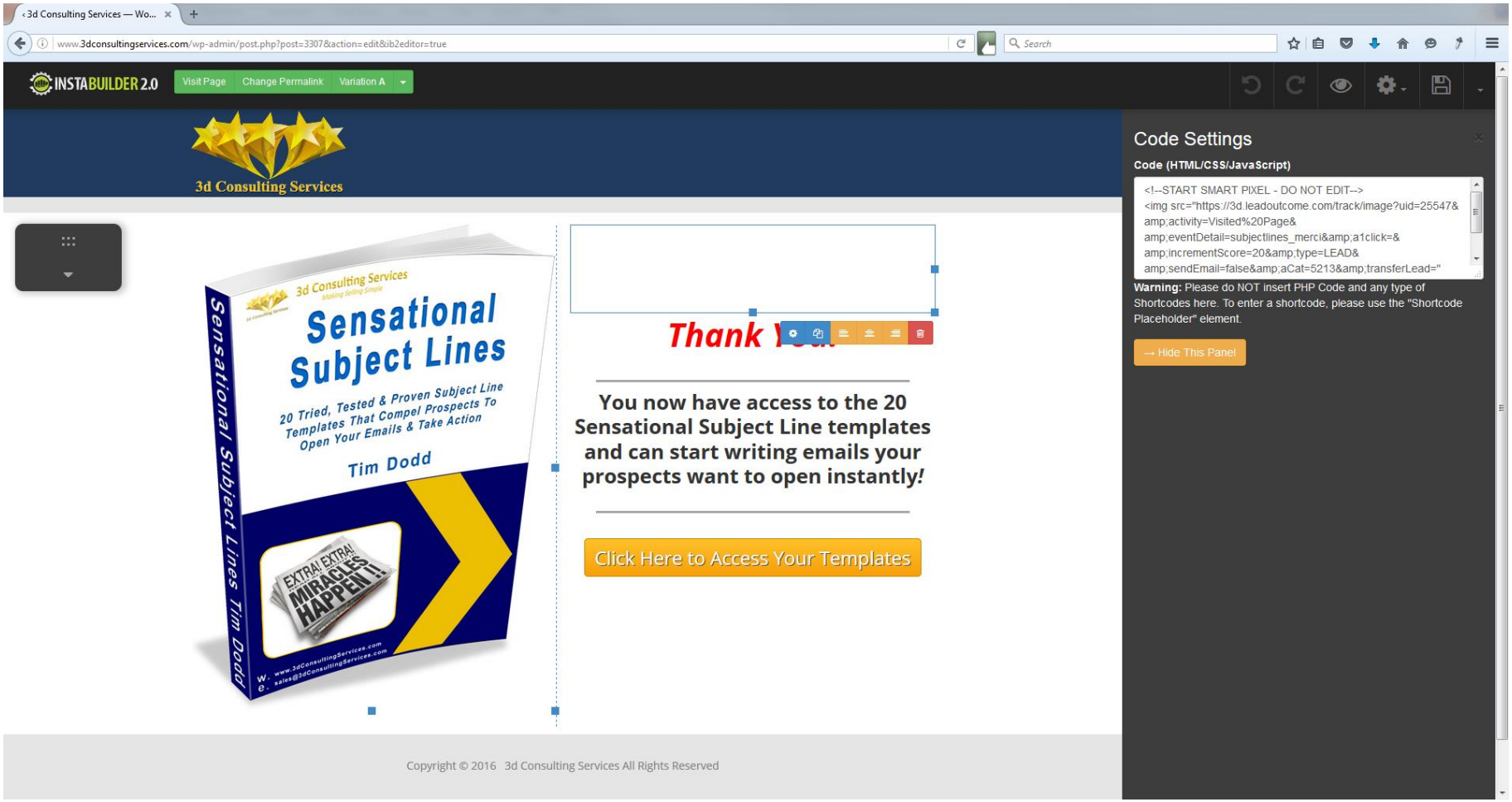
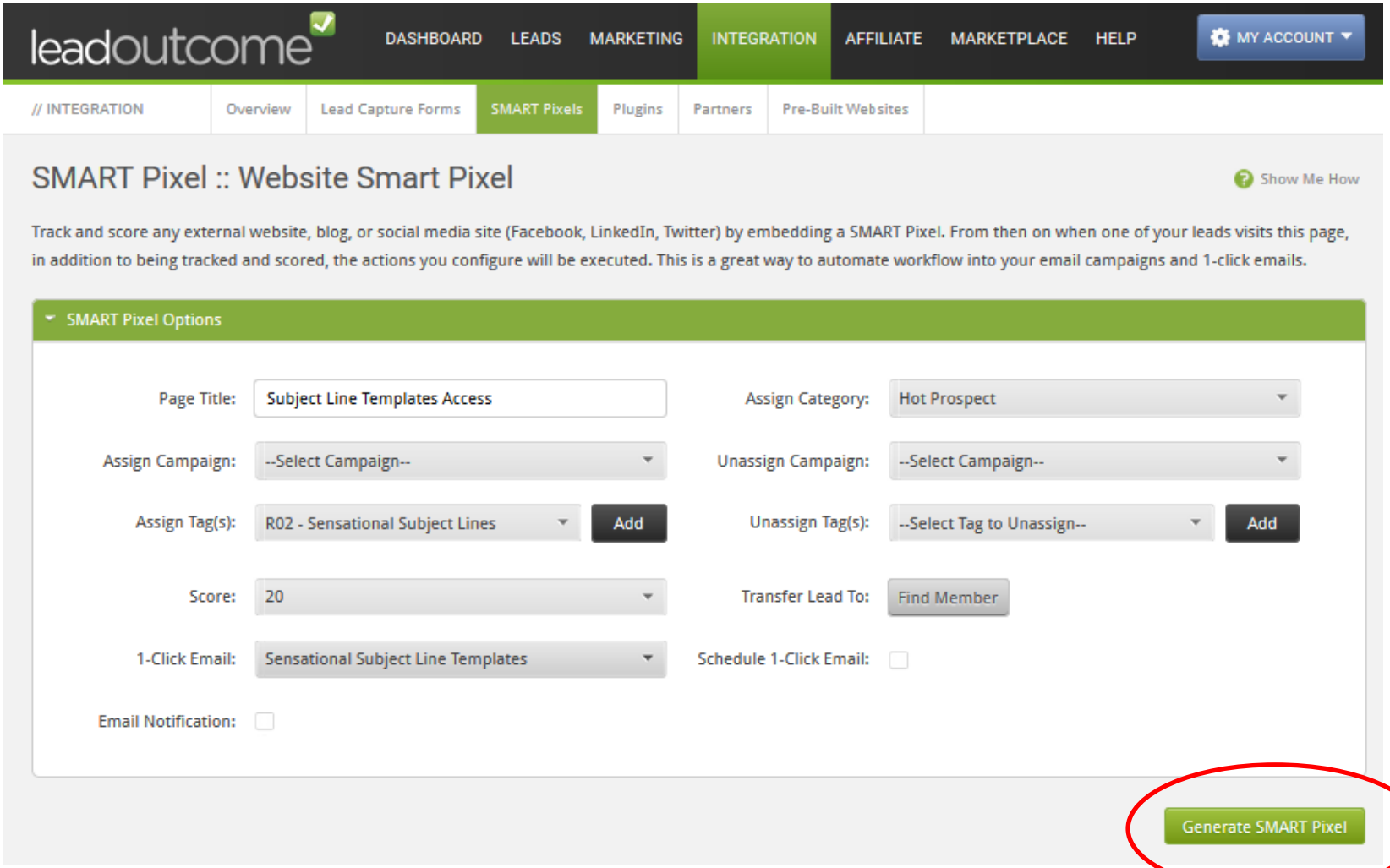
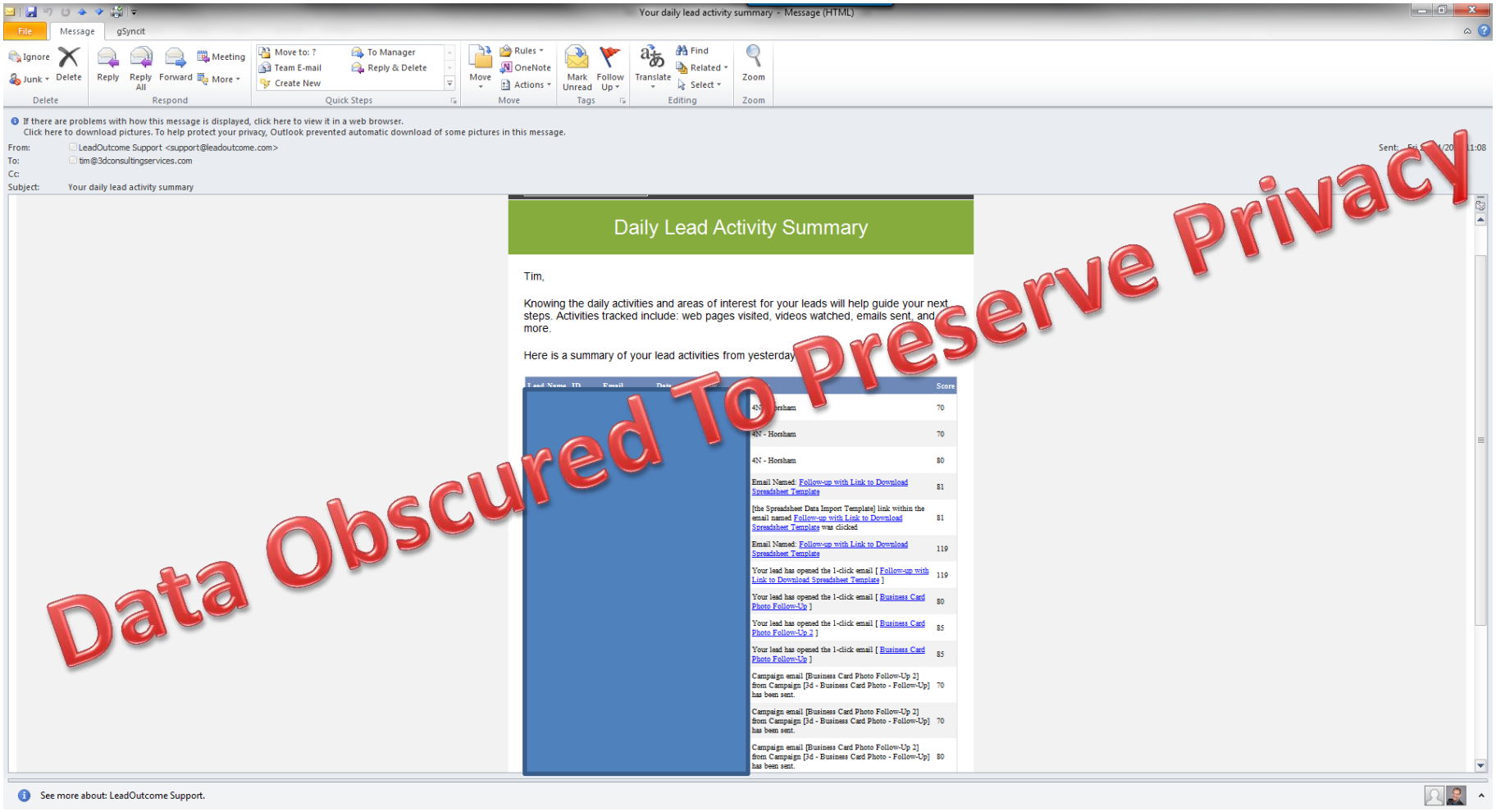
And Track Who Accepts It...



With Automatically Generated Smart Pixels...



So You Know Who To Follow-up In Person…



Data Obscured To Preserve Privacy

Or Attract Visitors Through Social Media...

Instant Traffic Flow Reques...

www.3dconsultingservices.com/instant-traffic-flow/

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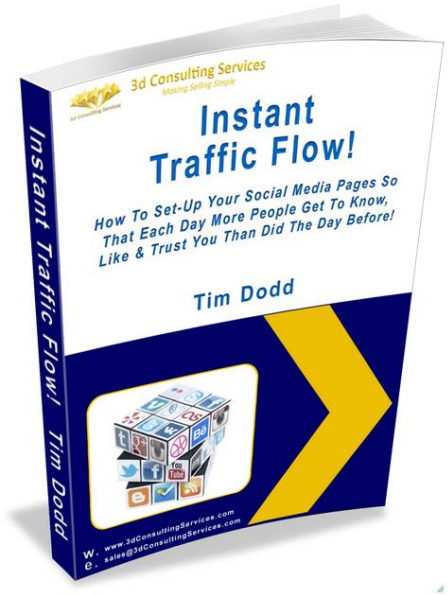

Do You Want To Attract More Visitors To Your Website FAST?

Discover How To Structure Your Social Media Pages So That Every Day More & More New People Are Getting To Know, Like & Trust You!

Click Here to Access Training Notes...

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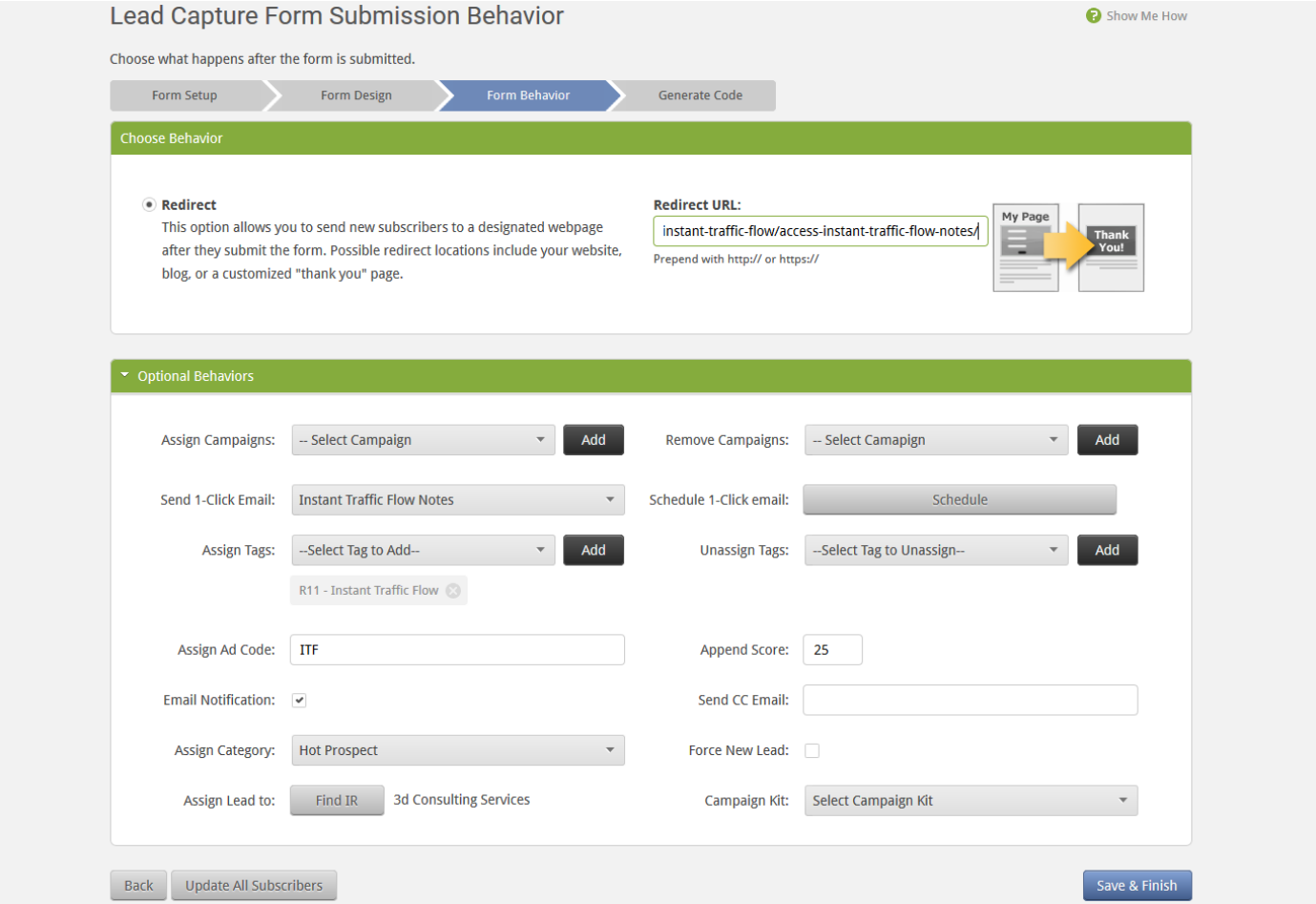
Record New Prospects In Your Database...

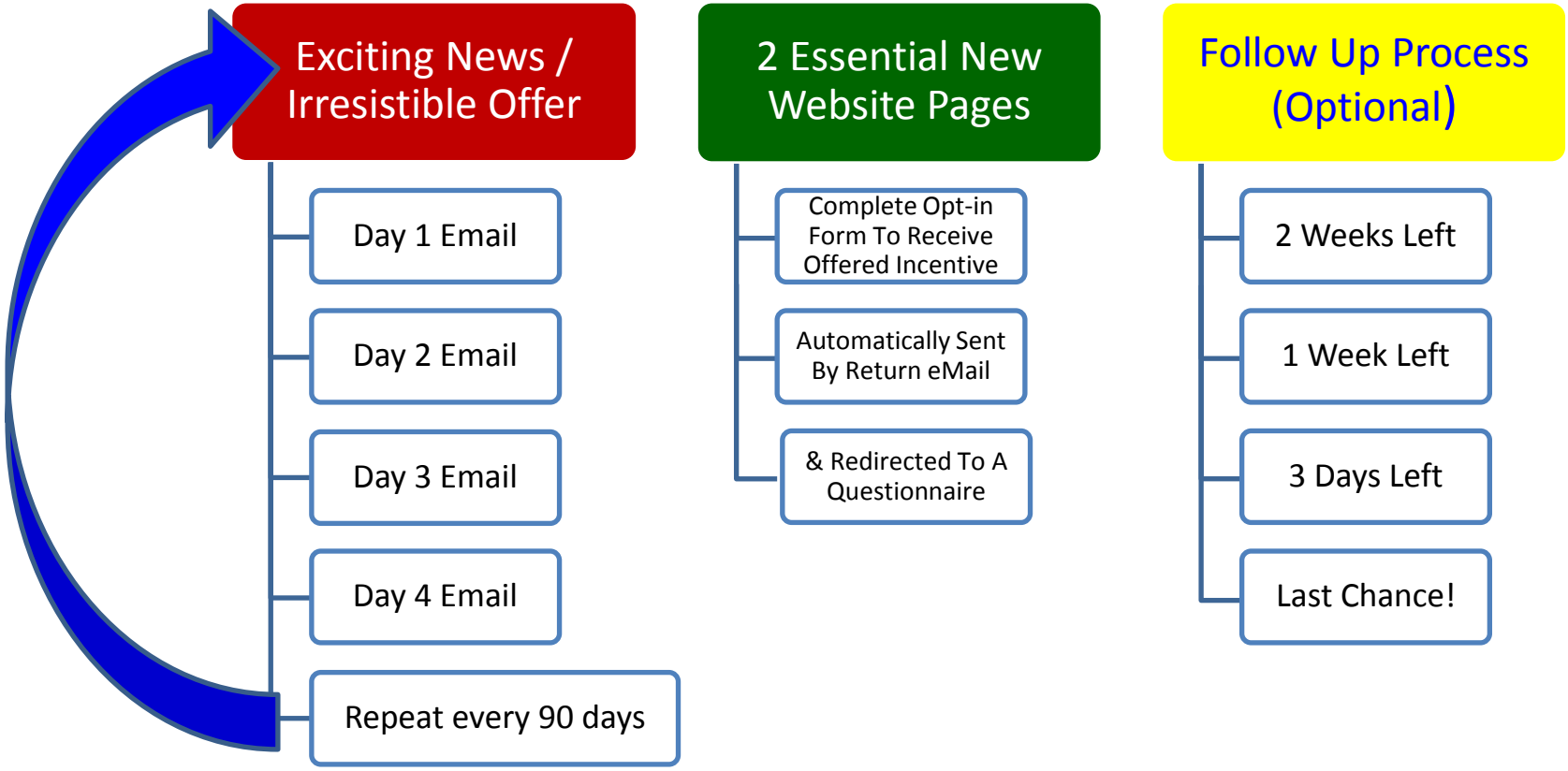
& Trigger Relevant Follow-up Campaigns...



Turning Your Database Into Your Most Valuable Asset…

- Categorise & Segment contacts
- Run wide ranging surveys that Collect & Collate data electronically
- Create relevant Upsell/Cross-sell campaigns
- Launch new products/services easily & cost effectively
- Offer Value Added Services
- Attract Joint Venture Partners

How To Identify The 2-3% Ready to Buy…



Just For A Second…

- Imagine having a system that actually followed-up with your new contacts & regularly primed THEM to call YOU.
- Imagine having a system that saved you or your team 125 hours 4 times a year whilst keeping you in front of people who expressed interest in your product/service.
- Imagine having a system that identified 30 ready to buy prospects who already know, like & trust you…

several times a year.

Don't Just Imagine One – Implement One!

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Making Selling Simple

Tim Dodd

Professional CRM Process Mechanic

Helping You Convert More Prospects Into Happy, Profitable, Repeat Clients Faster By Using Your CRM System Intelligently

The Slides & the Data Input Spreadsheet Template Are Available To Download From

www.CRMSuccess.co.uk

www.linkedin.com/in/3dtimdodd