



3d Consulting Services
Making Selling Simple

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



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...

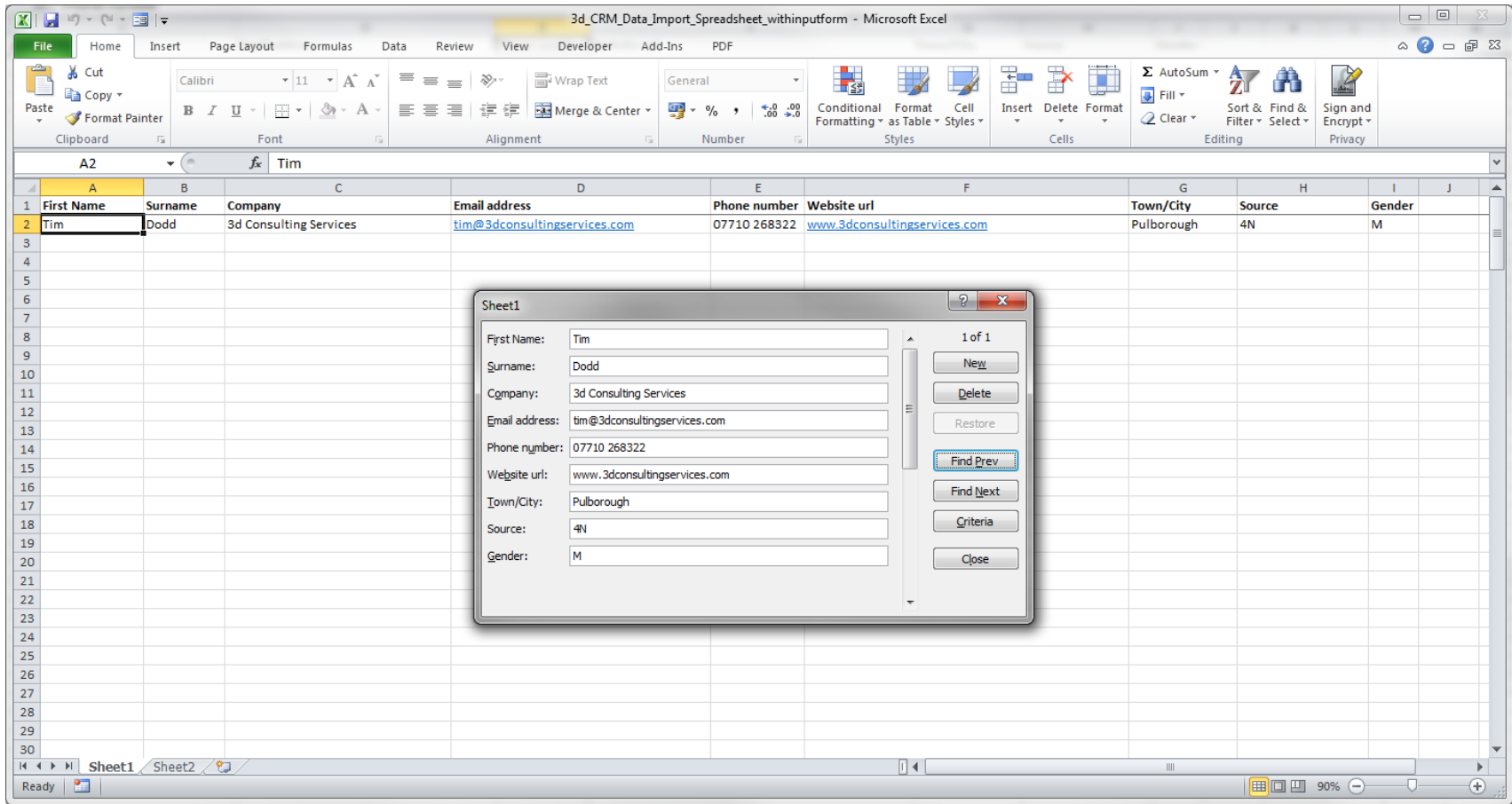


Collate Details Into A Simple Spreadsheet...

LeadOutcome-Lead-List 18 march 2016 - Microsoft Excel

1	First Name	Surname	Company	email address	Phone Number	website url	Town/City	Source	Where met	Gender						
2	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Female						
3	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
4	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
5	Andy	Wright	The Business Development	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
6	Andy	Wright	Total Business Services	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
7	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
8	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
9	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
10	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
11	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
12	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
13	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
14	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
15	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
16	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
17	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
18	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
19	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
20	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
21	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
22	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
23	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
24	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
25	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
26	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
27	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
28	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
29	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
30	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
31	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
32	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
33	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
34	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
35	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
36	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
37	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
38	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
39	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
40	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						
41	Andy	Wright	Champion Cars	andy.wright@championcars.co.uk	01244 617190		Reading	400	400 - Champion	Male						

Simple Template with Input Form...



This simple Spreadsheet template is available to download from
www.3dConsultingServices.com/CRMDataSheet

Import Into Your CRM System...

The screenshot shows a web browser window with the URL `3d.leadoutcome.com/app/mce/leads/add/import`. The page title is "Lead Import Wizard". The navigation bar includes links for DASHBOARD, LEADS (active), MARKETING, INTEGRATION, AFFILIATE, MARKETPLACE, and HELP. A "MY ACCOUNT" button is also present. Below the navigation bar, there are tabs for Overview, Manage Leads, Task List, Lead Customization, and Add New Leads. The main content area is titled "Lead Import Wizard" and contains four steps:

- Step 1: Lead Category for Imported Leads**
 - Select Lead Category:
- Step 2: Select File & Source Profile**
 - * File to Import:
 - * Source Profile:
- Step 3: Import Options**
 - ☒ **Update Duplicate Leads** - Update the existing lead with any changes to their contact information but DO NOT create a duplicate record.
 - ☐ **Create Duplicate Leads** - Import and create ALL leads even if a duplicate exists
- Terms**
 - ☒ I confirm that I will only add individuals and prospects that I know, and/or that have given me permission to be contacted via email. I will NOT add any leads without said permission. I understand that any violation of these terms can result in the immediate suspension of my account.

A "Next" button is located at the bottom right of the form.

And You're There...

Manage Leads [+ Add New Lead](#) [Show Me How](#)

✓ Your default column selection for the Lead Management page has been successfully updated.

The Manage Leads page allows you to see the latest activity of your leads. You can use the Category filter or Search function to isolate groups of leads, and then use the Select Action drop down to send emails, assign campaigns, or do bulk updates. Click on the ID number to see the full History of a lead.

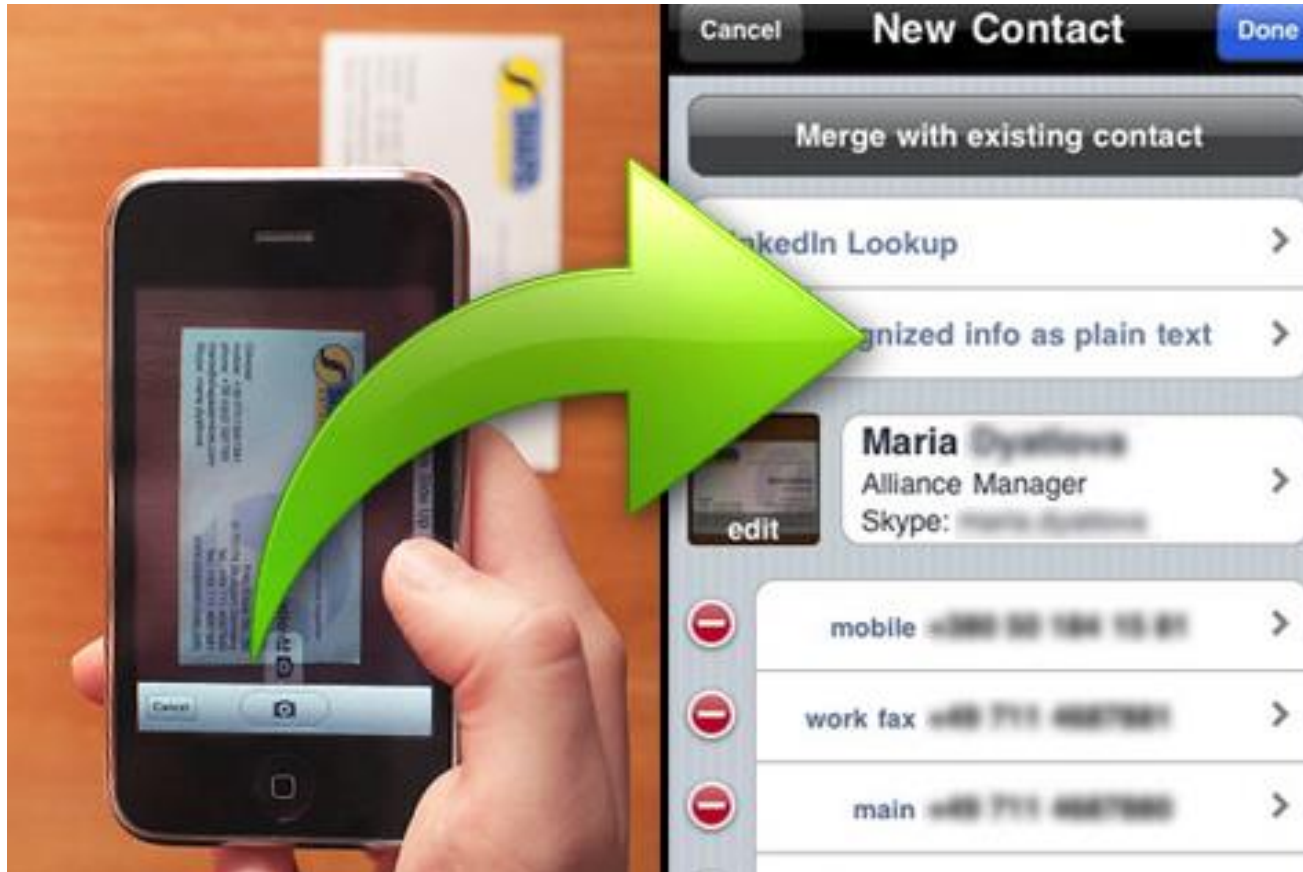
Filter by Category Filter By List Enter Search Term 19 Leads (0 Selected)

<input type="checkbox"/>	Profile	First Name	Last Name	Company	Email	Phone Number	Business Website	Lead Rating	Score	City	Source	Where Met	Last Activity	Created
<input type="checkbox"/>													6/10/16 10:38 AM	6/10/16 10:38 AM
<input type="checkbox"/>													5/6/16 12:44 PM	5/6/16 5:13 AM
<input type="checkbox"/>													4/7/16 10:38 AM	3/16/16 6:51 AM
<input type="checkbox"/>													5/13/16 7:00 AM	5/6/16 4:59 AM
<input type="checkbox"/>													6/10/16 7:00 AM	6/3/16 5:03 AM
<input type="checkbox"/>													5/27/16 8:08 AM	5/20/16 5:06 AM
<input type="checkbox"/>													4/7/16 10:38 AM	2/29/16 5:48 AM
<input type="checkbox"/>													6/16/16 2:00 AM	3/11/16 5:06 AM
<input type="checkbox"/>													6/3/16 11:07 AM	5/6/16 4:05 AM
<input type="checkbox"/>													4/15/16 7:00 AM	4/8/16 5:15 AM
<input type="checkbox"/>													6/2/16 2:00 AM	2/26/16 4:56 AM
<input type="checkbox"/>													6/2/16 2:22 AM	2/26/16 4:53 AM

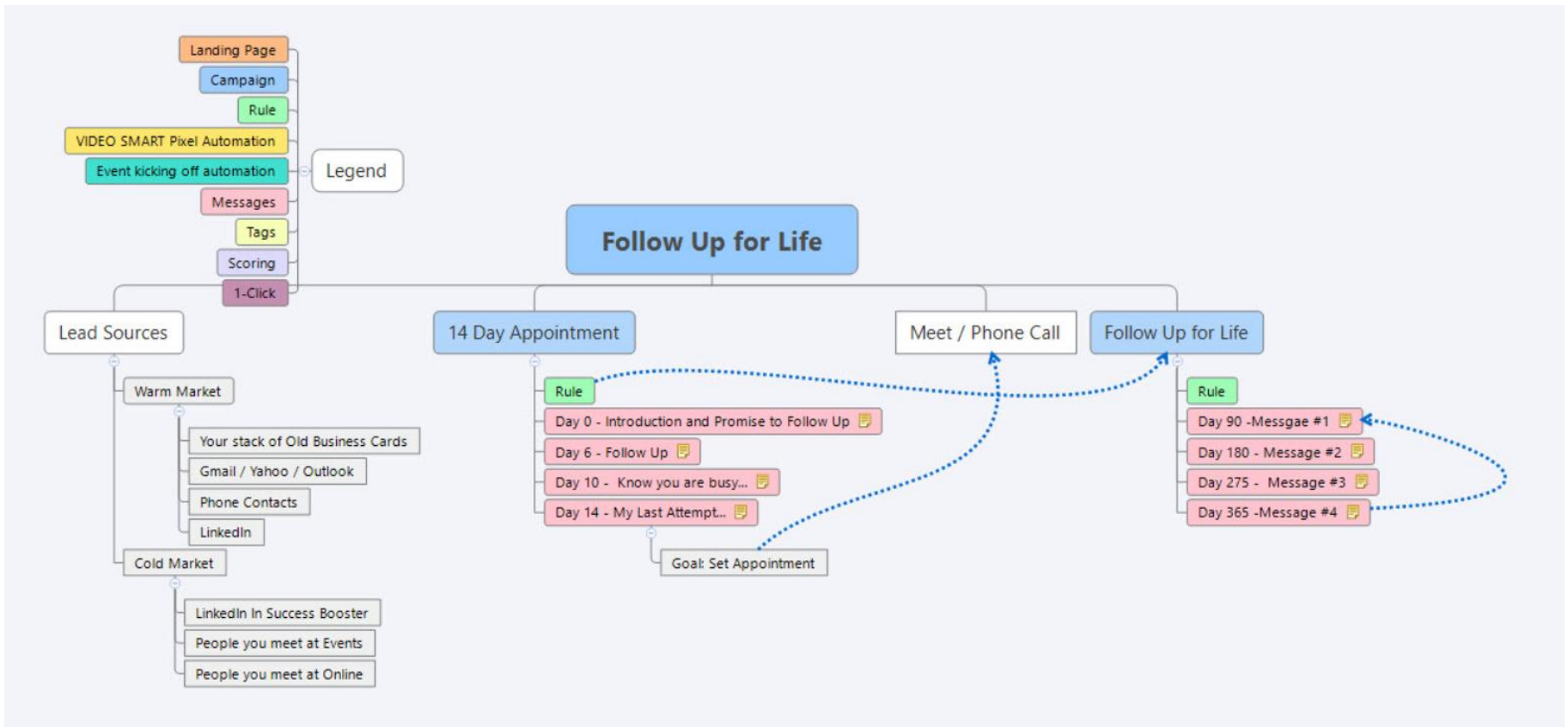
Leave a mess...

Data Obscured To Preserve Privacy

Simplify Input By Using Photo Card Reader...



Map Out What You Want To Happen...



Create Your Master Email Templates...

3d.leadoutcome.com/app/mce/marketing/campaigns/email/edit?campaignEmailId=49202

leadoutcome DASHBOARD LEADS MARKETING INTEGRATION AFFILIATE MARKETPLACE HELP MY ACCOUNT

// MARKETING Overview 1-Click Emails Campaigns Landing Pages Image & Doc Library Email Themes Variables Rules

Edit Campaign Email

Show Me How

Campaign Email Details

* Name: Business Card Photo Follow-Up * Subject: Business Card Photo Follow-Up...

* Reply Address: Custom * Increment Score By: 10

* Reply Name: Tim Dodd * Reply Email: tim@3dconsultingservices.com

* Theme: Custom Email / No Theme Campaign: 3d - Business Card Photo - Follow-Up

* Description: Business Card Photo Follow-Up Message 1 Shortly After The Business Card Has Been Snapped. Follow-Up:

* Active: Yes

Step Campaign Details

* Send on Day: 0

Email Body

Hi \$lead.firstName,

I thoroughly enjoyed our meeting earlier today.

Thank you for allowing me to demonstrate my Smart Business Card Photo Follow-up process.

You have received this message without any further intervention from me and I can now track and monitor emails that you open, items you look at on my website and any other relevant action you may take! What is more the system will allocate a score to each action you take so that I'm able to identify those prospects who are particularly interested in my services and ensure that I spend the majority of my time talking with my best prospects.

I can also guarantee that you will hear from me again!

If you appreciate the simplicity of this approach and can see how it would help you win more new business for yourself then please don't hesitate in getting in touch with me.

I look forward to hearing from you soon.

Kind regards

Cancel [Need help?] Check Spam Score Save Email Chat now

Drip Feed Follow-Up Information...

The screenshot displays the LeadOutcome web application interface. The browser address bar shows the URL `3d.leadoutcome.com/app/mce/marketing/campaigns/view?id=13748`. The application header includes the LeadOutcome logo and navigation tabs: DASHBOARD, LEADS, MARKETING (active), INTEGRATION, AFFILIATE, MARKETPLACE, and HELP. A 'MY ACCOUNT' button is also present. Below the header, a sub-navigation bar for the MARKETING section includes links for Overview, 1-Click Emails, Campaigns (active), Landing Pages, Image & Doc Library, Email Themes, Variables, and Rules. The main content area is titled 'View / Manage Campaign' and features a green bar for the campaign '3d - Business Card Photo - Follow-Up'. Below this, the campaign type is 'Step Campaign' and the description is 'Photo Card - Follow-Up Series'. A section titled 'Campaign Items (4)' contains a table with the following data:

Name	Day	Hour						
Business Card Photo Follow-Up	0	-	81	53 (65.43%)	2 (2.47%)	1 (1.24%)	0 (0.0%)	
Business Card Photo Follow-Up 2	1	10	72	43 (59.72%)	3 (4.17%)	0 (0.0%)	0 (0.0%)	
Business Card Photo Follow-Up 3	3	20	65	30 (46.15%)	0 (0.0%)	0 (0.0%)	0 (0.0%)	
Business Card Photo Follow-Up 4	7	12	67	32 (47.76%)	3 (4.48%)	0 (0.0%)	0 (0.0%)	

Below the table, there is a green bar for 'Active Campaign Subscribers (74)'. The footer section includes 'CONNECT WITH ME' with a profile picture and contact information for 3d Consulting Services, 'LEADOUTCOME' with a list of navigation links, and 'HELP & SUPPORT' with a list of support links.

Create Multiple Multi-Part Campaigns...

The screenshot displays the LeadOutcome web application interface for managing marketing campaigns. The browser address bar shows the URL `3d.leadoutcome.com/app/mce/marketing/campaigns`. The navigation bar includes links for DASHBOARD, LEADS, MARKETING (active), INTEGRATION, AFFILIATE, MARKETPLACE, and HELP, along with a MY ACCOUNT dropdown. The main content area is titled "Campaigns" and includes a description: "Create a series of emails that go out on a set schedule. Its easy....write the emails, set the schedule, assign the campaign, jump into your recliner and let LeadOutcome do the rest. Isnt automation great?". Below this, there are two sections: "My Campaigns" and "Campaign Kit Campaigns :: The Ultimate Follow Up for Life Campaign Kit - Just \$299". Each section contains a table of campaign details.

My Campaigns

Email	Type	Subscribers	✉	✉	✓	✖	!	Modified	
3d - Business Card Photo - Follow-Up	Step	78	285	158 (55.44%)	8 (2.81%)	1 (0.35%)	-	2/24/16	⚙
Selling - Exhibitor Follow Up for Life Kit - Intro	Step	0	0	-	-	-	-	2/17/16	⚙
Selling - Follow Up for Life Kit - Intro	Step	0	0	-	-	-	-	2/17/16	⚙
zzFFL01:Appointment (14 Day) [MASTER COPY]	Step	0	0	-	-	-	-	2/17/16	⚙
zzFFL02:Quarterly Follow Up for Life [MASTER COPY]	Step	0	0	-	-	-	-	2/17/16	⚙
zzSelling - Exhibitor Fufl Kit - Intro [MASTER COPY]	Step	0	0	-	-	-	-	2/17/16	⚙
zzSelling - Follow Up for Life Kit - Intro [MASTER COPY]	Step	0	0	-	-	-	-	2/17/16	⚙

Campaign Kit Campaigns :: The Ultimate Follow Up for Life Campaign Kit - Just \$299

Email	Type	Subscribers	✉	✉	✓	✖	!	Modified	
FFL01:Appointment (14 Day)	Step	1	5	-	-	-	-	2/14/16	⚙
FFL02:Quarterly Follow Up for Life	Step	64	13	8 (61.54%)	-	-	-	2/14/16	⚙
FFL02:Quarterly Follow Up for Life [Copy]	Step	0	0	-	-	-	-	2/19/16	⚙

Regular One-Off Messages...

3d.leadoutcome.com/app/mce/marketing/1-click-email-library/templates/edit?emailTemp.id=29164&editEmail=true&emailTempCategory.id=4145&tempType=Lead

// MARKETING Overview **1-Click Emails** Campaigns Landing Pages Image & Doc Library Email Themes Variables Rules

Edit 1-Click Email

1-Click Email Details

* 1-Click Name: Instant Traffic Flow Notes * Subject: Your Instant Traffic Flow Process Notes...

* Reply Address: Custom * Increment Score By: 5

* Theme: Custom Email / No Theme * Category: 3d - Process Notes

* Reply Name: Tim Dodd * Reply Email: tim@3dconsultingservices.com

Description: Instant Traffic Flow Process Notes Access Email Follow-Up:

Campaign Kit: Select Campaign Kit

Email Body

Hi Slead frsttlame,

Thank you for requesting a copy of my Instant Traffic Flow process notes.

In case you haven't already accessed them, you can get back to them by [Clicking Here](#).

These notes are designed to help you to set-up your social media pages so that every day more people will get to know, like and trust you than did the previous day, driving a ton of new visitors to your website.

And, whilst I aim to address all the questions you may have, it is quite possible that you'll come up against something that isn't covered, in which case please don't hesitate to contact me and I'll do my very best to help.

Here's the [link to your Instant Traffic Flow process notes again](#).

I trust you'll find the notes useful and look forward to hearing what you think.

Kind regards

Tim

& Quarterly Thinking of You Touches...

Edit Campaign Email

Campaign Email Details

- Name: FFL-MSG1-Q2
- Subject: RE: How's Business...
- Reply Address: Custom
- Increment Score By: 10
- Reply Name: Tim Dodd
- Reply Email: tim@3dconsultingservices.com
- Theme: Custom Email / No Theme
- Campaign: FFL02:Quarterly Follow Up for Life
- Description: Soft touch... resist the urge to make an offer. Have a curiosity line. A relationship is a 2 way conversation. Ask a question "How are you doing?"
- Follow-Up: and increases in Lead Scoring (set up Advanced Searches to filter these leads). You will also get reply emails when you least expect it from people that need your help right now!
- Active: Yes

Step Campaign Details

- Send on Day: 180
- Send Time: 8:00am

Email Body

Hi \$lead.firstName,

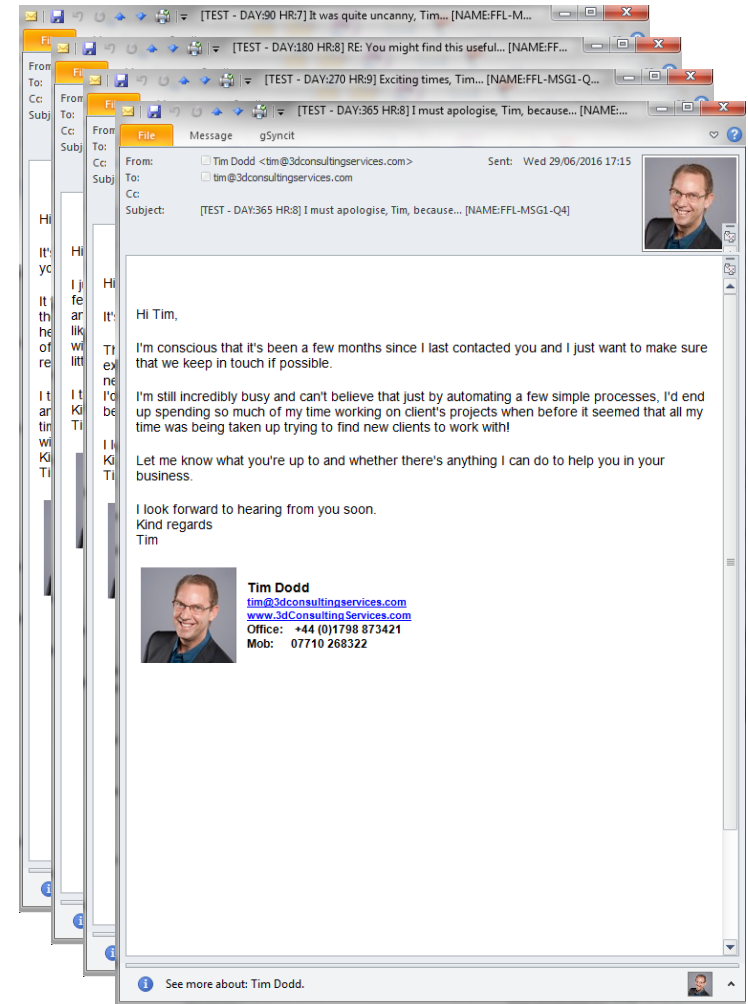
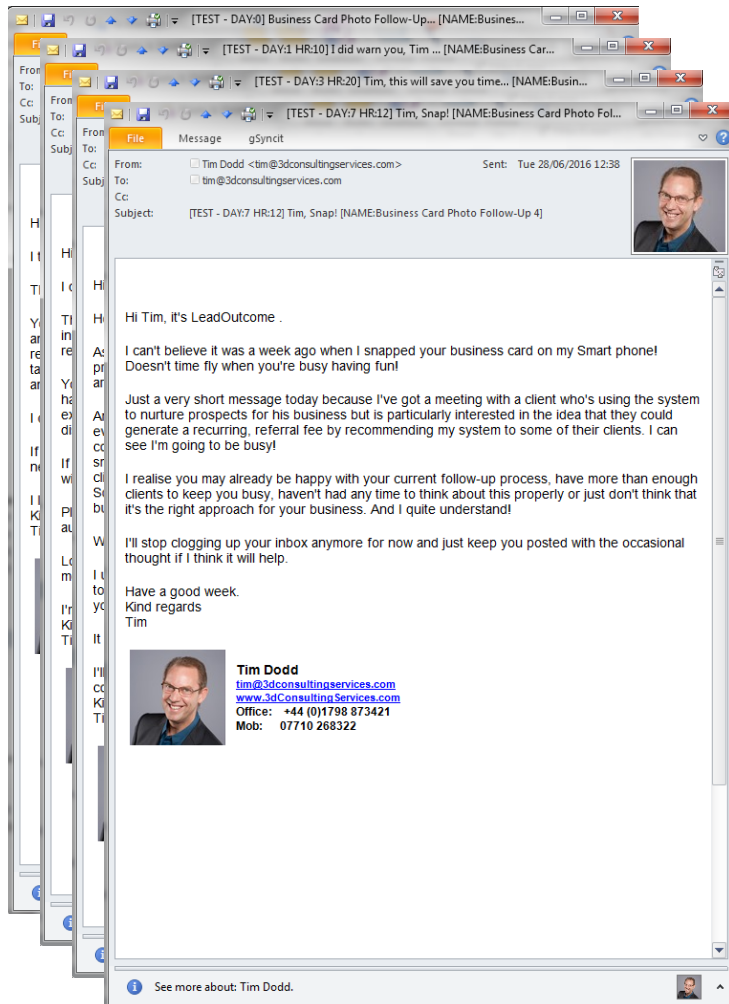
I just thought I'd check in with you again with a brief update of what's been going on in the last few months. I've recently started working with a couple of new but really exciting new clients and some of the automation we've put in place I'm sure would prove really useful to someone like you. I don't know exactly what you're up to at the moment, or whether you'd be able to cope with the influx of new business these systems are currently producing but if you'd like to hear a little more then do get in touch.

I trust you're well and look forward to hearing from you soon.

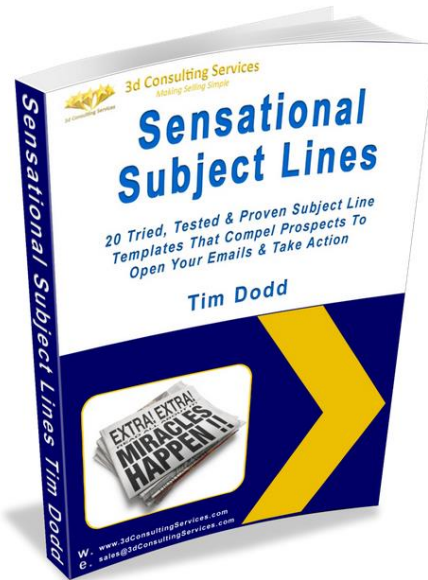
Kind regards
Tim

Tim Dodd
tim@3dconsultingservices.com
www.3dConsultingServices.com
Office: +44 (0)1798 873421

Recognise Any Of These?



Offer Your Contacts Something Of Value...



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](#)

Copyright © 2016 3d Consulting Services All Rights Reserved

And Track Who Accepts It...

3d Consulting Services — Wo... x

www.3dconsultingservices.com/wp-admin/post.php?post=3307&action=edit&sub2editor=true

INSTABUILDER 2.0 Visit Page Change Permalink Variation A

3d Consulting Services

Sensational Subject Lines
20 Tried, Tested & Proven Subject Line Templates That Compel Prospects To Open Your Emails & Take Action
Tim Dodd

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

Code Settings
Code (HTML/CSS/JavaScript)

```
<!--START SMART PIXEL - DO NOT EDIT-->
                                      | Assign Category:        | <input type="text" value="Hot Prospect"/>                                                  | | |
| Assign Campaign:    | <input type="text" value="--Select Campaign--"/>                                                | Unassign Campaign:      | <input type="text" value="--Select Campaign--"/>                                           |
| Assign Tag(s):      | <input type="text" value="R02 - Sensational Subject Lines"/> <input type="button" value="Add"/> | Unassign Tag(s):        | <input type="text" value="--Select Tag to Unassign--"/> <input type="button" value="Add"/> |
| Score:              | <input type="text" value="20"/>                                                                 | Transfer Lead To:       | <input type="text" value="Find Member"/>                                                   |
| 1-Click Email:      | <input type="text" value="Sensational Subject Line Templates"/>                                 | Schedule 1-Click Email: | <input type="checkbox"/>                                                                   |
| Email Notification: | <input type="checkbox"/>                                                                        |                         |                                                                                            |

Generate SMART Pixel



# So You Know Who To Follow-up In Person...

Message: gSyncit

File Edit View Tools Window Help

Ignore X Reply Reply All Forward More Delete Delete Respond Quick Steps Move Move OneNote Actions Mark Unread Follow Up Translate Related Select Zoom Zoom

If there are problems with how this message is displayed, click here to view it in a web browser.  
Click here to download pictures. To help protect your privacy, Outlook prevented automatic download of some pictures in this message.

From: LeadOutcome Support <support@leadoutcome.com>  
To: tim@3dconsultingservices.com  
Cc:  
Subject: Your daily lead activity summary

Sent: Friday, 1/20/2012 11:08 AM

### Daily Lead Activity Summary

Tim,

Knowing the daily activities and areas of interest for your leads will help guide your next steps. Activities tracked include: web pages visited, videos watched, emails sent, and more.

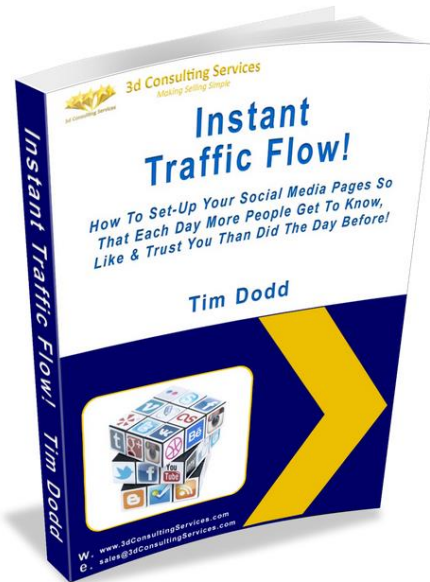
Here is a summary of your lead activities from yesterday:

| Lead Name                                                                                                                           | ID | Email | Score |
|-------------------------------------------------------------------------------------------------------------------------------------|----|-------|-------|
| 4N - Hornham                                                                                                                        |    |       | 70    |
| 4N - Hornham                                                                                                                        |    |       | 70    |
| 4N - Hornham                                                                                                                        |    |       | 80    |
| Email Named: Follow-up with Link to Download Spreadsheet Template                                                                   |    |       |       |
| (the Spreadsheet Data Import Template) link within the email named Follow-up with Link to Download Spreadsheet Template was clicked |    |       |       |
| Email Named: Follow-up with Link to Download Spreadsheet Template                                                                   |    |       |       |
| Your lead has opened the 1-click email [ Follow-up with Link to Download Spreadsheet Template ]                                     |    |       |       |
| Your lead has opened the 1-click email [ Business Card Photo Follow-Up ]                                                            |    |       |       |
| Your lead has opened the 1-click email [ Business Card Photo Follow-Up 2 ]                                                          |    |       |       |
| Your lead has opened the 1-click email [ Business Card Photo Follow-Up ]                                                            |    |       |       |
| Campaign email [Business Card Photo Follow-Up 2] from Campaign [Id - Business Card Photo - Follow-Up] has been sent.                |    |       |       |
| Campaign email [Business Card Photo Follow-Up 2] from Campaign [Id - Business Card Photo - Follow-Up] has been sent.                |    |       |       |
| Campaign email [Business Card Photo Follow-Up 2] from Campaign [Id - Business Card Photo - Follow-Up] has been sent.                |    |       |       |

See more about: LeadOutcome Support.

**Data Obscured To Preserve Privacy**

# Or Attract Visitors Through Social Media...



**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...](#)

Copyright © 2016 3d Consulting Services All Rights Reserved

# Record New Prospects In Your Database...

Instant Traffic Flow Reques... x +

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

3d Consulting Services

**Start To Get Excited...**



**Instant Traffic Flow!**  
How To Set-Up Your Social Media Pages So  
That Each Day More People Get To Know,  
Like & Trust You Than Did The Day Before!  
Tim Dodd

You're Just A Moment Away  
From Discovering How To  
Set-Up Your Social Media  
Pages So They Consistently  
Attract New Prospects!

(Enter your name & primary email to access)

First Name \*

Email \*

**OK - Send It To Me Now...**

We respect your privacy & promise never to send unsolicited spam email.

Copyright © 2016 3d Consulting Services All Rights Reserved

# & Trigger Relevant Follow-up Campaigns...

## Lead Capture Form Submission Behavior

[? Show Me How](#)

Choose what happens after the form is submitted.

Form Setup

Form Design

Form Behavior

Generate Code

### Choose Behavior

☒ **Redirect**  
This option allows you to send new subscribers to a designated webpage after they submit the form. Possible redirect locations include your website, blog, or a customized "thank you" page.

**Redirect URL:**  
  
Prepend with http:// or https://

### Optional Behaviors

Assign Campaigns:

Remove Campaigns:

Send 1-Click Email:

Schedule 1-Click email:

Assign Tags:

Unassign Tags:

Assign Ad Code:

Append Score:

Email Notification: ☒

Send CC Email:


Assign Category:

Force New Lead: ☐

Assign Lead to:  3d Consulting Services

Campaign Kit:

Making CRM Work for YOU

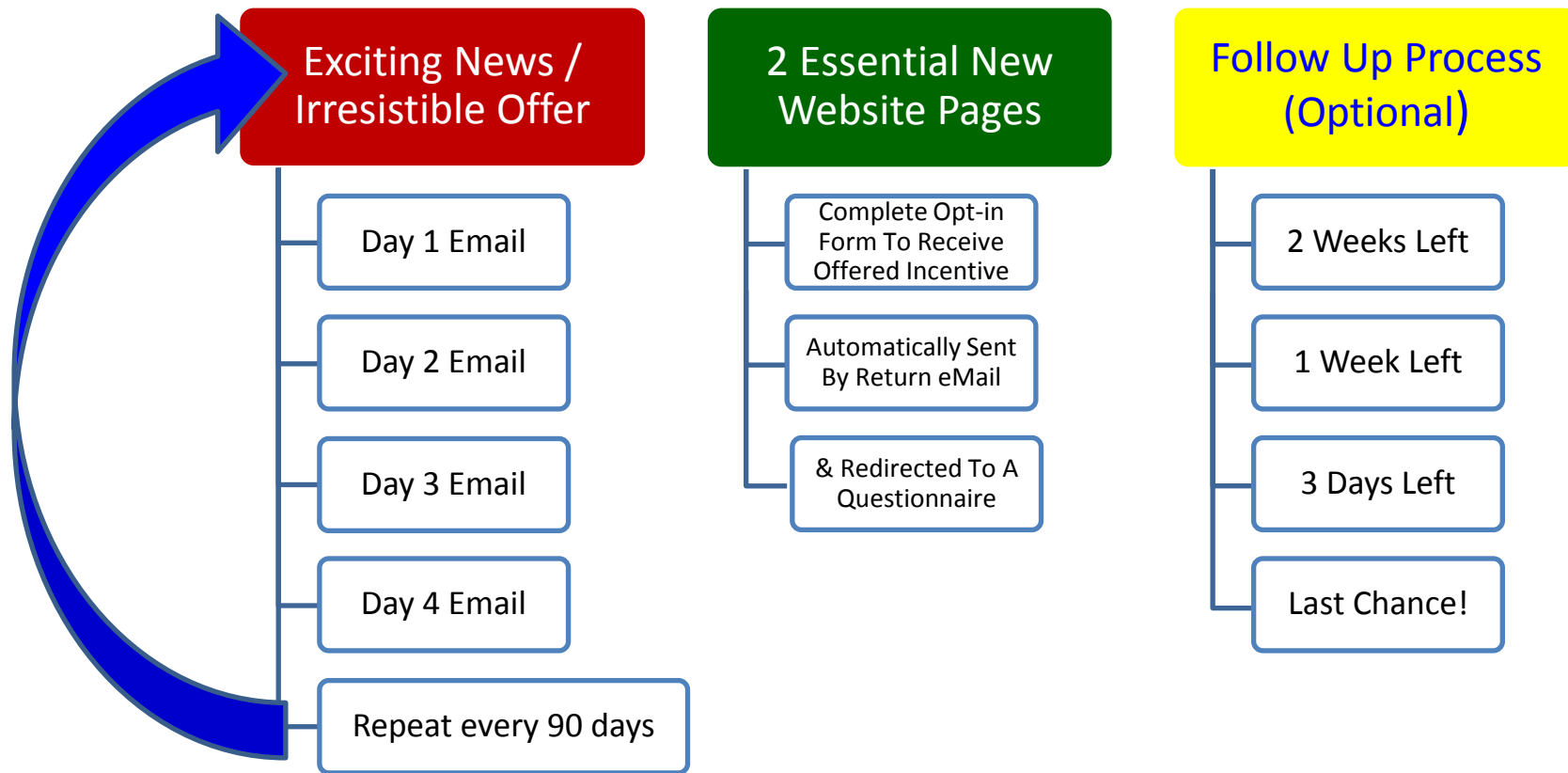
  
3d Consulting Services



# 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!***



# 3d Consulting Services

*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](http://www.CRMSuccess.co.uk)**

**[www.linkedin.com/in/3dtimdodd](http://www.linkedin.com/in/3dtimdodd)**