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Go Aheadâ€”Call Your Prospects Back with These Six Uncommon Reasons By Annika Davis

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For those involved in theÂ salesÂ industry, how to follow upÂ business leadsÂ and prospects is usually the most common challenge. More so if the business meeting ended without a definite succeeding step.Â Then it could spark another problem for theÂ salesÂ person on how to look for a good reason to call back.

Enter the question which begs to be answered: Where do you go from here? Bear in mind that inability to follow up with prospects and customers may give the impression that theÂ salesÂ person is not attentive enough to help the customer.

Have you thought that there is always a reason for you to call back? There are so many reasons if you only think about it.

Ran out of ideas about what to say to your customers after dialing that number? Try out these ideas for a change. Go ahead, give these a try.

1. â€œI've got a free_____that Iâ€™d like to sendÂ over toÂ you.â€• This is one of the great reasons to g contentÂ marketingÂ now. If you havenâ€™t yet, then itâ€™s about time that you must do so already. Sen them free white papers regarding his industry, a free ebook, or slides from webinars. Next, call and speak to them regarding some ideas in the business.

2. â€œI just called to wish you a â€œHappy_____!â€•Â This is the best and timely moment to call up an follow up with yourÂ business appointments. Perhaps youâ€™d better forgo wishing your customers during Valentineâ€™s Day since it could be awkward. But never mind, because Christmas, birthdays, 4thÂ of July and Thanksgiving are good enough reasons to call. Whatâ€™s more, you may even get a good laugh out of yourÂ leadsÂ or prospects if you contact them during holidays.

3. â€œI wanted to say thank you forâ€¦â€•Â Gratitude always helps. Think that your prospect has been co enough to spare you his time. Call him and this is your chance to ask him what more you could do to be of help to him.

4. â€œI called you to make sure you received my emailâ€¦â€•Â Send an email and call them so that you ca follow up on that. Most often, your customer would not have read it yet. Just patiently relay the overall message in the email then ask what he can say about that. This is actually one very simple but effective means of how to maintain the conversation.

5. â€œI thought regarding what we talked about the last time we metâ€¦â€•Â Utilize something from your la meeting as a catalyst for your new topic or discussion starter. Elaborate more about the things you talked about during that discussion. Otherwise, you could ask your prospect to elaborate on what he mentioned.

6. â€œI called to know if everything went fine with...â€•Â If you've got a customer which has previously bought from you before, then this is your chance to show your concern; you can now ask your customer regarding his experience with your products or services.Â

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