



7 OF 7 BEST
Business and Life Strategies, LLC

THE SNOW MILLIONAIRE MASTERY *Intensive*

SALES PROPOSALS PROCESS

“An organization should be systems dependent...
Not people dependent.”

Michael Gerber

THE SALES SYSTEMS: PROPOSALS

The systems are what run the company and the people are what will run your systems. Systemic thinking is the real secret behind building an organization that works.

In this Sub-Module of the Sales Systems, we will understand, create and then implement:

1. **Proposal Templates:** Using 1 proposal template that has one area change: the method for pricing. This will make Sales more efficient and seamless with preparing and submitting the proposal to the client.
2. **Proposal Thank you Letter:** This is the letter that is gives you that professionalism value to a client that rejects your proposal.

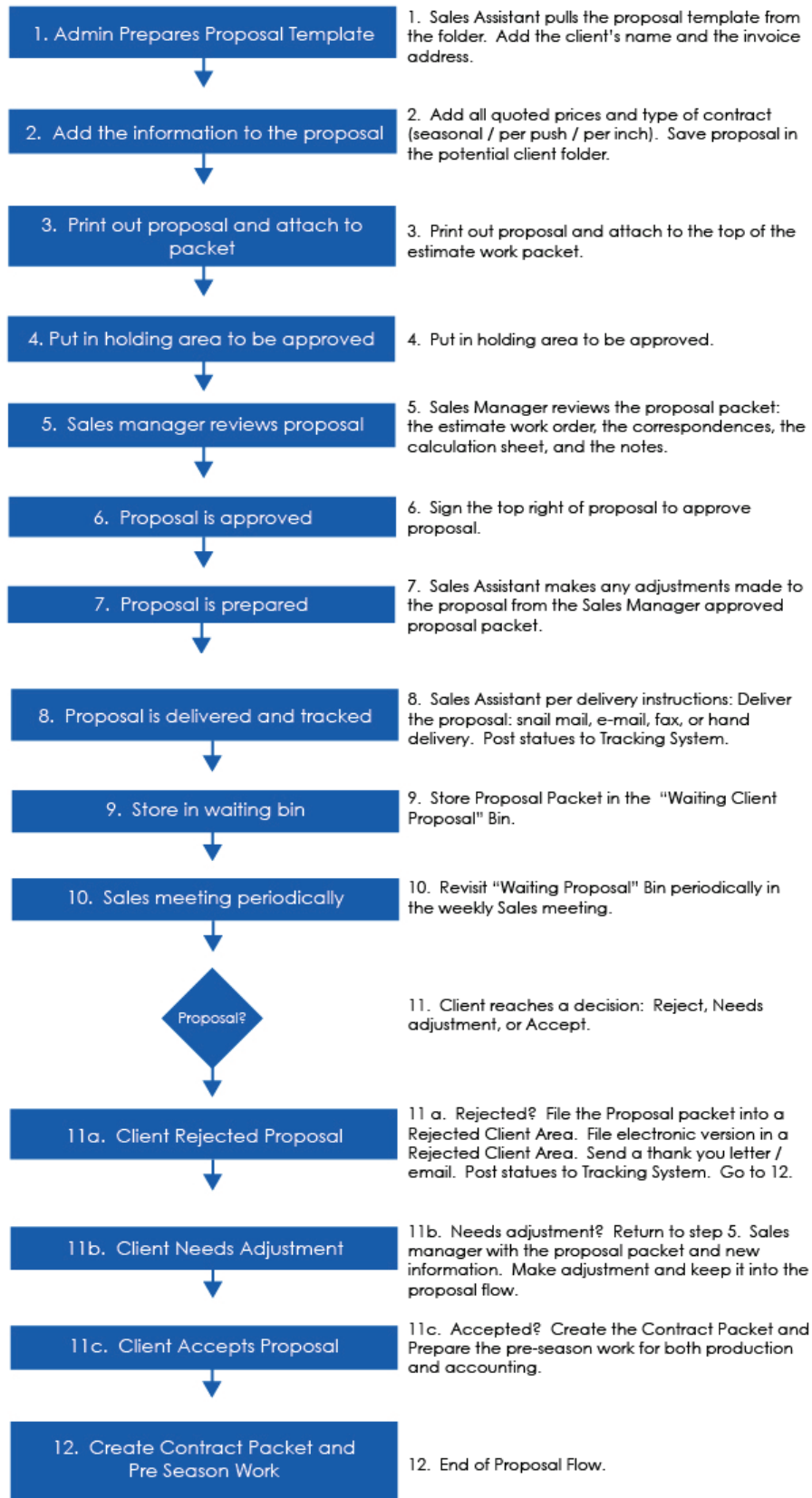
Many times in an organization, we think of each client as unique. And with each unique client comes a unique proposal. This sub-module will help us understand the having a single proposal template will save us untold time and energies.

When an estimate is finished and the numbers completed, when the method of bidding the project (i.e. seasonal, by the inch, hourly) is known, the proposal creation becomes a simple change or addition in one area.

Imagine how fast we can now produce proposals and how fast we can submit them to the client.

Imagine now that we in sales can concentrate on getting the sale without worrying about the details of making the proposals. We will review the sales proposal process or flow and then the 2 templates.

SALES PROPOSAL FLOWCHART



SALES Rejection Letter

Date

Client Name
Address
City/State

Dear _____ :

I enjoyed meeting with you and touring your property.

We appreciate your interest in working with us.

If you should need any future advice with your property or assistance with the maintenance of your property during the winter season, please give us a call.

We would be delighted to assist you.

Have a terrific winter.

Best regards,

NAME
President

Ok Ladies and Gents,
Watch the Video,
Work with the Templates,
And if you have any question or need help,
Need Help, Summit the Request Form.

Be Great, Domenic