



THE PITCHLINK SALES &  
MARKETING LIT FEST 2023

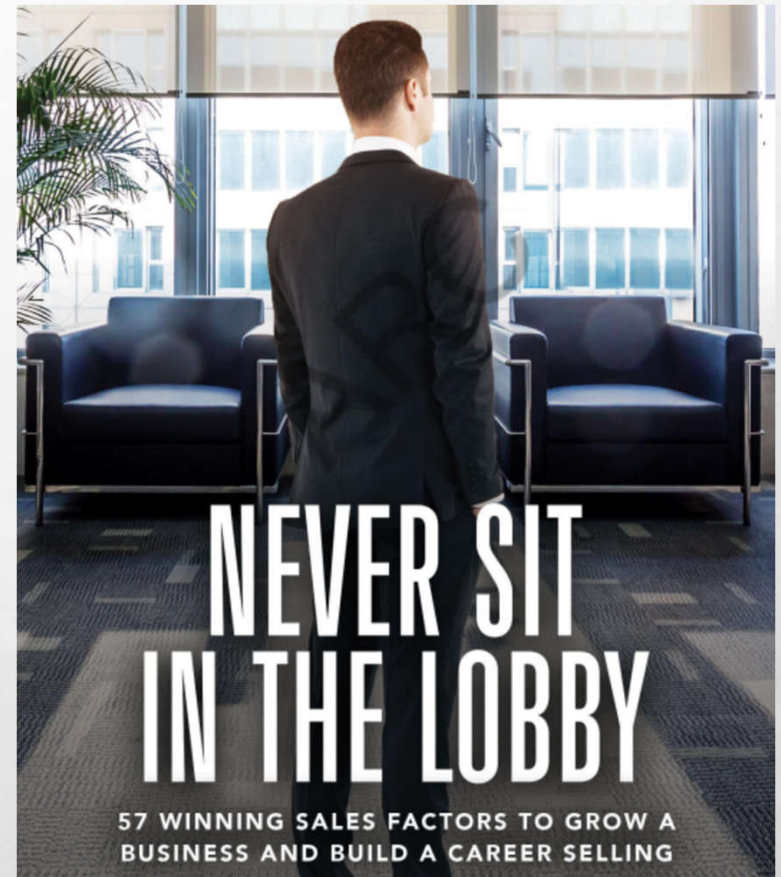


# GOAL OF TODAY'S TALK

How to **GET**, **ACT**, and **STAY** in front of more customers, **AND**

Be a **PLEASURE** to do business with **ALWAYS**

THE TOP TIPS FROM....



# TIP NUMBER 1

Never Fax the Facts or Ship the Shit

## TIP NUMBER 2

When you show up at a customer always have....

Something in your **HAND** and something in your **MIND**.

## TIP NUMBER 3

When you show up at a customer....

Never **SIT** in the lobby.



## TIP NUMBER 4

Once you've shown them what's in your hand and what's on your mind....

Always ask for a **MINI TOUR**.

# TIP NUMBER 5

Before you walk into the lobby everytime you need to practice....

Never forget a **FACE**.



## TIP NUMBER 6

When dealing with difficult customers remember....

**FREEDOM** begins with **NO**.

## TIP NUMBER 7

When dealing with upset customers with customer service problems remember to say....

Thank God it's **BROKEN**.

## TIP NUMBER 8

When calling customers on the phone ....

Always leave a **VOICEMAIL**, and

Never less than **20 SECONDS** or more than **30**

## TIP NUMBER 9

Wherever you go in business and life, at home or at work, always remember....

You only get **FOREVER** to make **ANOTHER IMPRESSION.**

GET MORE TOP TIPS AT....

<https://glennpoulos.com>

Links to buy the book....

<https://linktr.ee/glennpoulos>

