Getting to “Yes” on the First Visit to the Job Site

Presented by Mike Gorman owner of TechKnowledge Systems
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Let's talk about how your clients make decisions. What information do they need to make a decision? What is the most efficient way to present this information to them so that they realize and remember the importance of what we do as well as the step by step process needed to do the job correctly?

Mike personally hates the "sales process." However, he does enjoy buying from a source who can inform him of all the things he needs to know before making a decision. Mike strives to make intelligent choices and believes many of your prospects do as well.

Do your prospects and clients see you as a wizard? If not, Mike can propose a solution. Wizards make more money.

During this webinar, you'll learn to:

1. Use technology in business operation and management
2. Understand the decision-making process of your prospect
3. Produce loyal and satisfied customers
4. Program the client for referrals
5. Understand consultative sales

Click here to view the recorded webinar!

Mike Gorman is the owner of TechKnowledge. Mike has been active in the Finance and Remodeling Industries for over 20 years with experience in carpentry, sales, supervision and management, as well as mortgage financing relating to remodeling, new construction, weatherization and building science. His years as an award-winning general contractor with experience in building science provides the platform for his activities as a speaker, author, consultant and columnist.