# Stuffing Opportunities Into the Funnel

## Prioritization

1. <u>Answering inbound phone calls / returning VMs</u> from people expressing interest.

2. <u>Responding to info box</u> for people who ask for a demo, a conversation, or more information.

3. <u>Making an appointment for a demo</u> with people who have contacted us and sticking with them until they do agree or give a definitive time frame when they will.

4. Having the demo calls and asking permission to <u>send them a proposal</u> after the call within 1- 3 days.

5. <u>Following up</u> 5 business days after proposal is sent asking for a time for a call to go over the proposal.

6. After that, if we've been ghosted once we've sent the proposal, try to reach out to re-ignite interest based on Sugar tickles.

7. If we have interest after proposal, try to get to Agreement.

8. If we have Agreement, try to get it signed.