

---

FOLLOW UP *Checklist*

---

- Do you have immediate follow-up in place for all leads?(text or emails)
- Do your leads get 12 touches before being considered dead?
- Do your leads get calls, emails, and text?
- Are 25% of leads turning into appointments?
- Are your leads paid for?
- Do you have an automated CRM in place?
- Is someone in your office supposed to do the follow up on leads?
- Do you have dedicated scripting for use for follow up?
- Would you like to see more leads turned into appointments?
- Are you happy with the number of appointments you have?

Did you answer "NO" to any of the checklist questions? If so, you need to hear about our flagship program "CALL HOP" Click HERE to watch our webinar "What's Your Follow Up?"