

Welcome

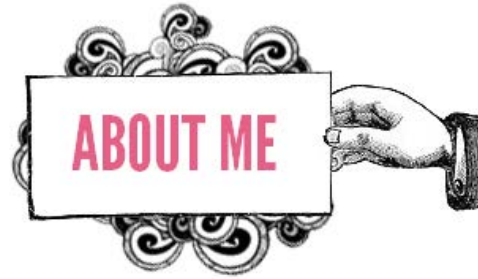
LIVE

Tim's Calling BY TIM HUCKABEE

December 2019: Funerals



Tim Huckabee FSC
President of FloralStrategies



Floral CONFIDENCE Workshop

We make selling flowers EASY!

[click to learn more>](#)

Kim Foren, Geranium Lake
Flowers (via Email)

Thanks again for training our team. It
was a great experience and we are
having amazing success!



fyi,

I called TWO stores this month, one in New Jersey and one in Arizona. Your store may be next!

You will hear some gaps where we cut out any identifying or boring info (address etc.)

I will pause and repeat any sections that may sound fuzzy being played over my speaker. We'll send you the file tomorrow to listen to the call directly with your team and discuss it.



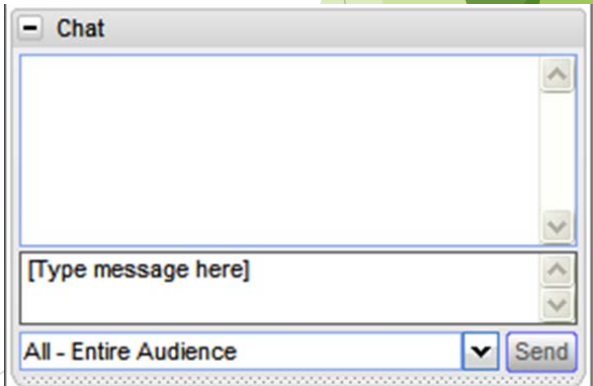
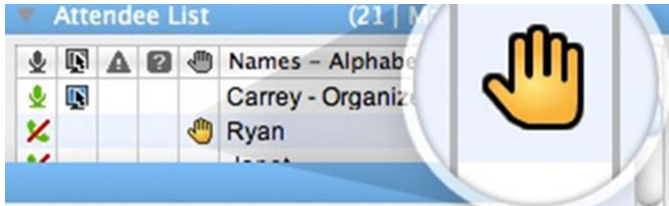
How did she MANAGE the call?

Did she make it EASY or DIFFICULT to order from them?

Did she really cater to my needs?



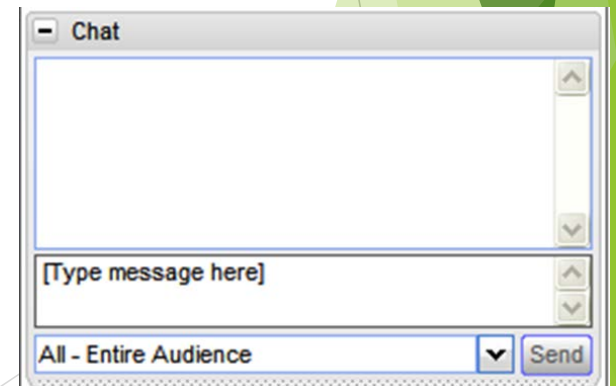
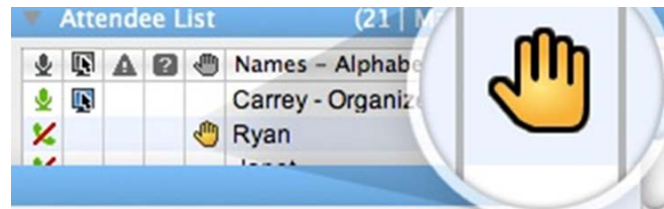
What did you hear that you liked. Why?





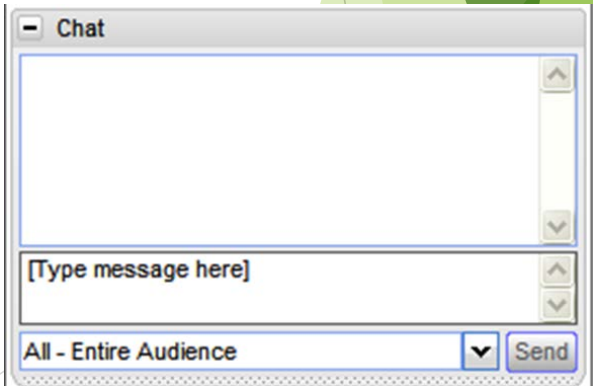
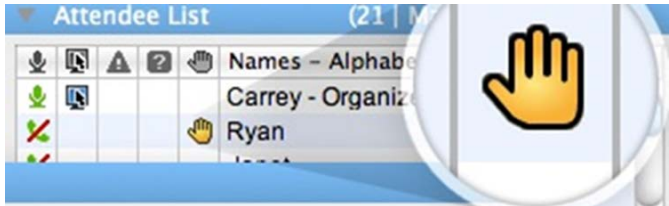
Not Great

What did you hear
that you didn't like.
Why?





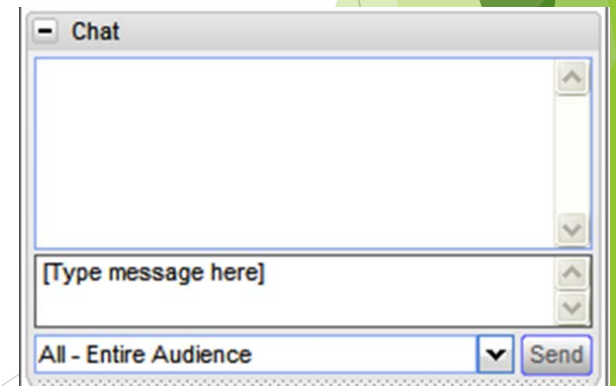
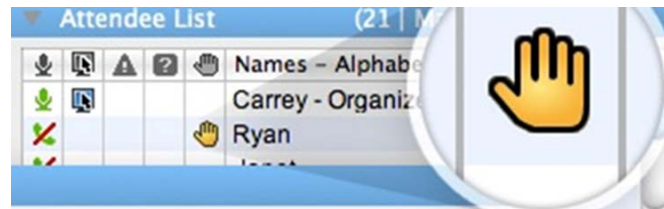
What did you hear that you liked. Why?





Not Great

What did you hear
that you didn't like.
Why?





Learn

LISTEN to your customers and connect with them.

ONLY start at the lowest price when they ask, otherwise start higher!

Remember to sell the FINISHING TOUCHES too!

Don't be afraid to hear NO – it only means they want another price!

FOOD FOR THOUGHT

A green outline of a lightbulb with three short lines radiating from the top, symbolizing an idea or thought.

25%

A large orange circle containing the text '25%' in white. A white arrow points upwards and to the right from the top right of the percentage symbol.

WHAT ARE MY NEXT STEPS?



Email

tim@floralstrategies.com for your FREE sample of the Floral Confidence Workshop

Join us for the next **Tim's Calling LIVE 2020** webinars, dates to be announced next week. Register just once for the entire series!

Come meet me at SAF events in 2020! There will be the annual convention in Arizona in September and 4 regional one-day workshops

*The
End*