

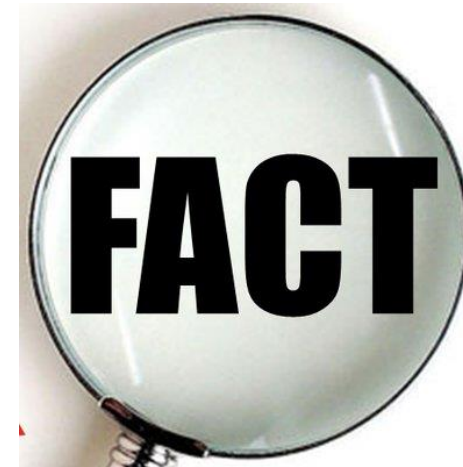
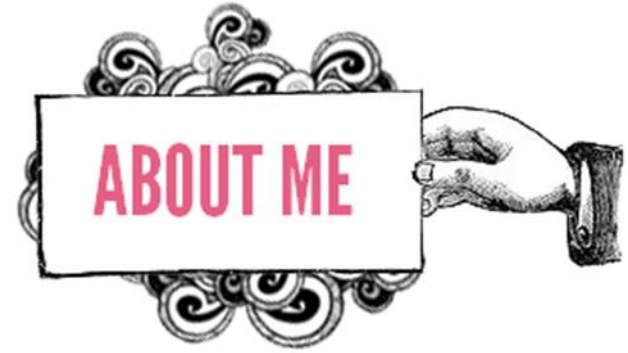


Tim's Calling with Tim Huckabee FSC and Laura Weaver CMP
February 2020
HUSBAND RESCUE!





Tim Huckabee FSC
President of FloralStrategies





I called one of the BEST shops in the USA this month.
Set your expectations HIGH!

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?

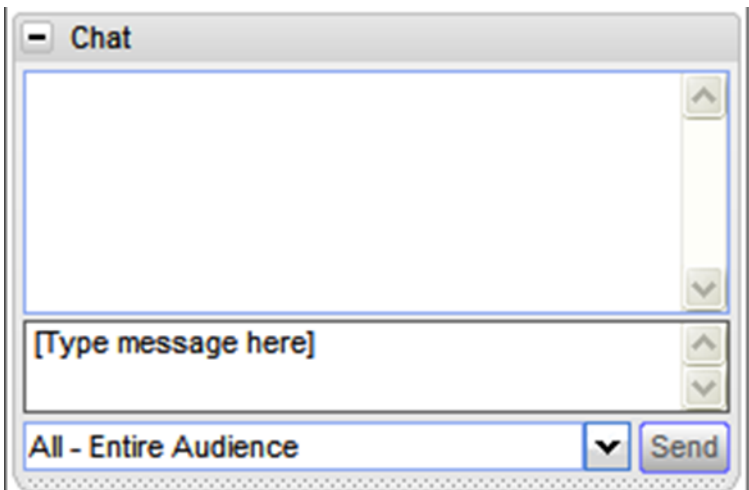
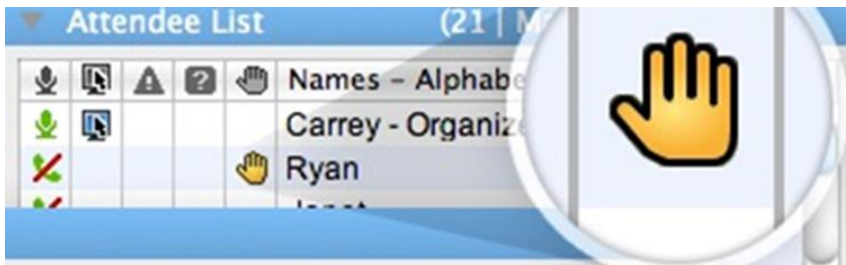
Did she really cater to my needs?

How would your staff have handled the call?

How did she make me feel?



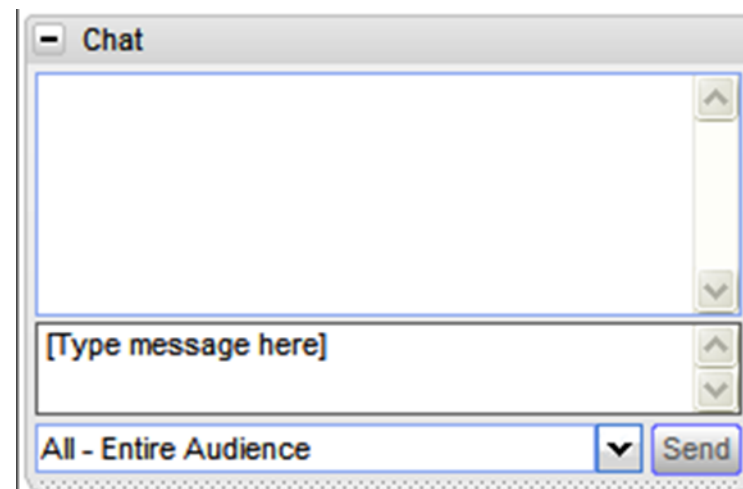
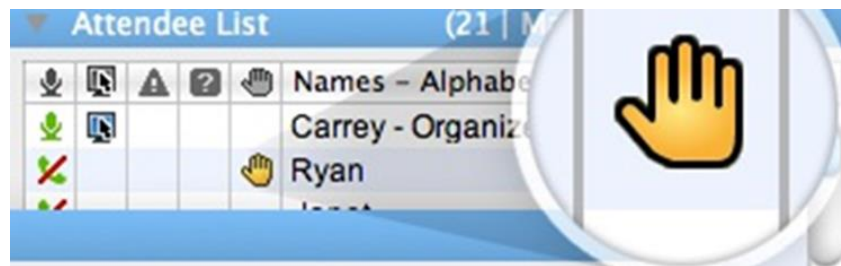
What did you hear that you liked. Why?





Not Great

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





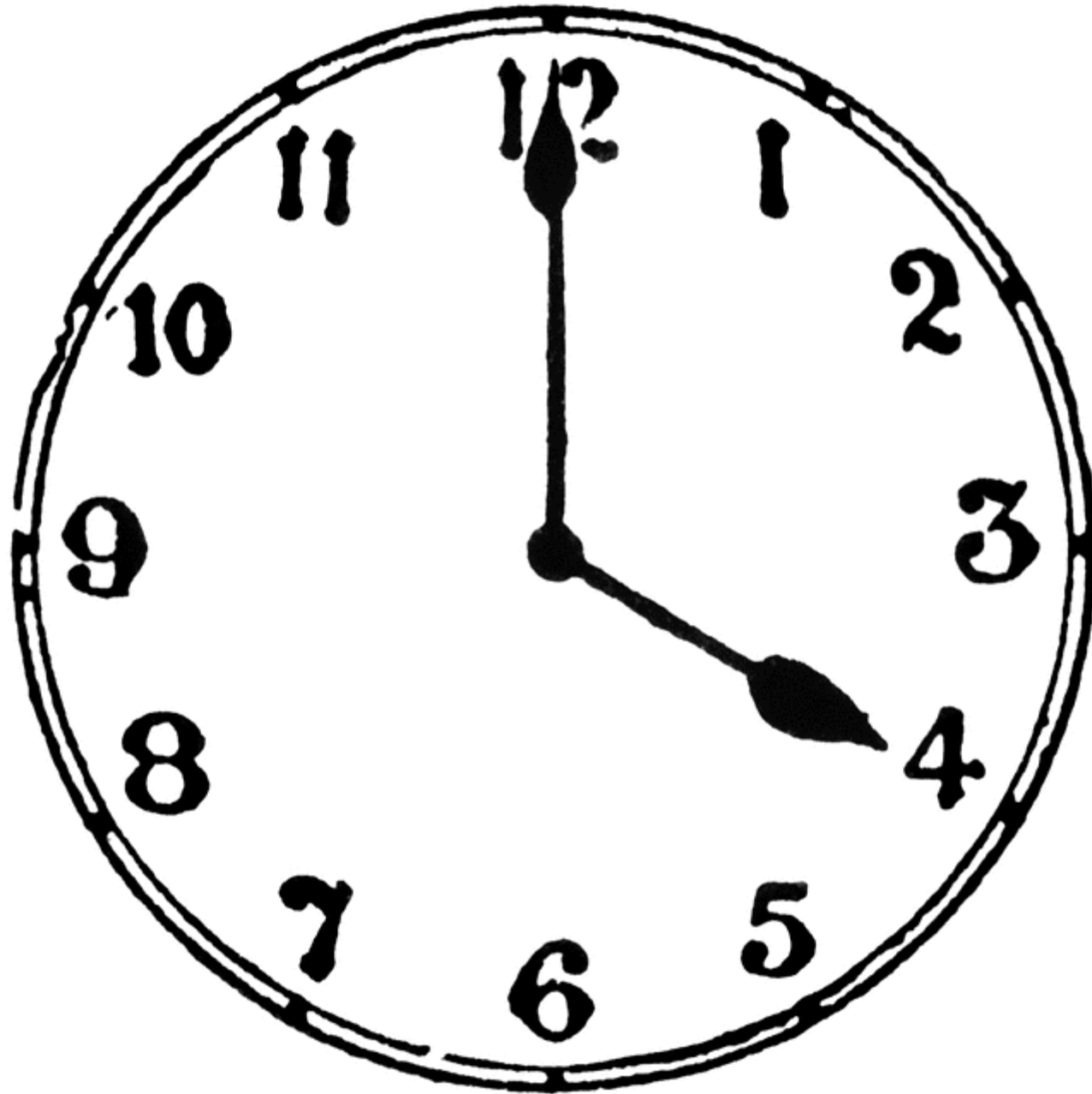
Offer advice but don't domineer the call

Ask for the recipient's favorite COLOR not flower

Don't talk over customers, let them finish

Don't forget to offer a Finishing Touch (aka, an add-on)

Don't sell flowers, sell color schemes!



WHAT ARE MY NEXT STEPS?



Email to
tim@floralstrategies.com with any questions
or comments.

Visit www.SAFNOW.org to see our line up of regional
shows and the annual convention in Sep in Arizona.
Come meet me and we'll call your shop!



Date and Time

This webinar meets 12 times.

Mon, Jan 13, 2020 3:30 PM - 4:00 PM EST

Tue, Feb 18, 2020 3:30 PM - 4:00 PM EST

Wed, Mar 18, 2020 3:30 PM - 4:00 PM EDT

Thu, Apr 16, 2020 3:30 PM - 4:00 PM EDT

Wed, May 13, 2020 3:30 PM - 4:00 PM EDT

Wed, Jun 17, 2020 3:30 PM - 4:00 PM EDT

Thu, Jul 16, 2020 3:30 PM - 4:00 PM EDT

Tue, Aug 18, 2020 3:30 PM - 4:00 PM EDT

Tue, Sep 22, 2020 3:30 PM - 4:00 PM EDT

Wed, Oct 14, 2020 3:30 PM - 4:00 PM EDT

Wed, Nov 18, 2020 3:30 PM - 4:00 PM EST

Wed, Dec 9, 2020 3:30 PM - 4:00 PM EST



AND finally, a word from Laura Weaver of SAF



*The
End*