



**Tim's Calling** with Tim Huckabee FSC and Laura Weaver CMP

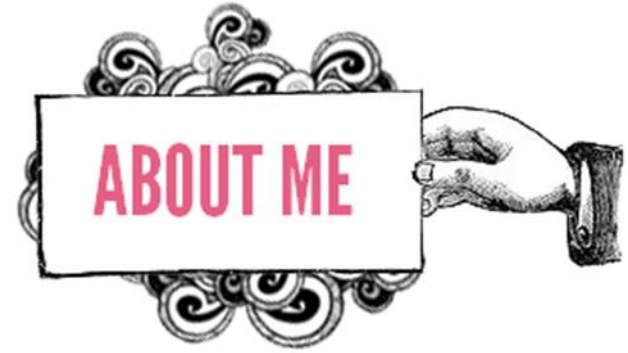
May 2020

**Make my order EARTH FRIENDLY!**





Tim Huckabee FSC  
President of FloralStrategies





**SCHOLARSHIP  
OPPORTUNITY**



**\$25,000**

**Scholarship for Excellence in Floral Sales and Service**



We're backtracking a bit, this was our plan for April, to coincide with Earth Day and the eco-forward theme of the magazine

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?

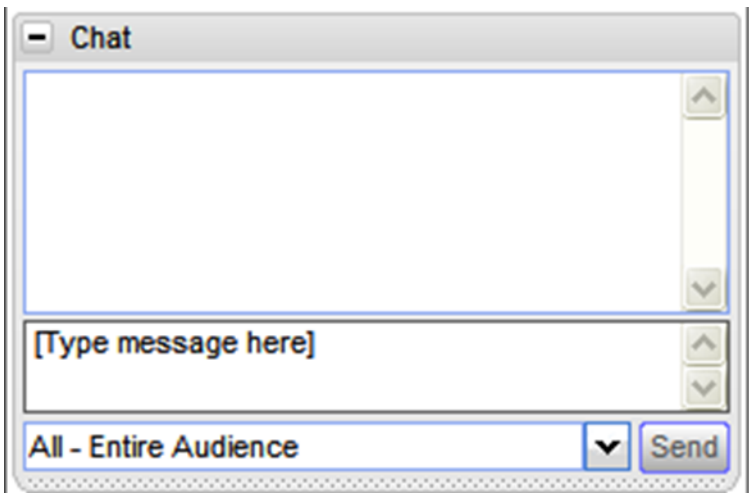
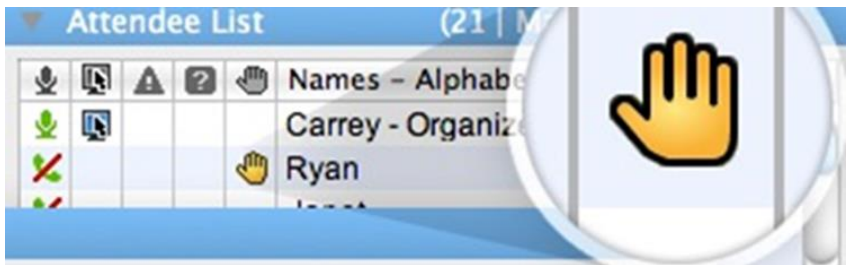
Did she really cater to my needs?

How would your staff have handled the call?

How did she make me feel?



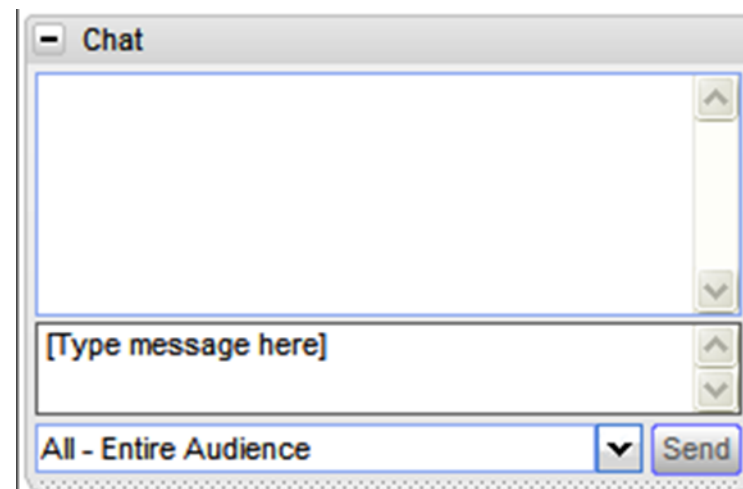
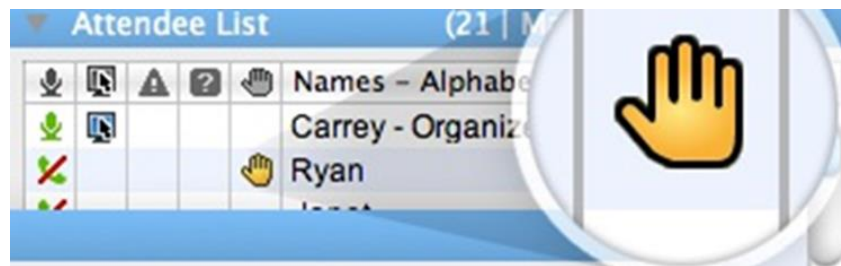
What did you hear that you liked. Why?





**Not Great**

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





Start with ENTHUSIASM!

Strive to sell an OPEN ORDER (now more than ever!)

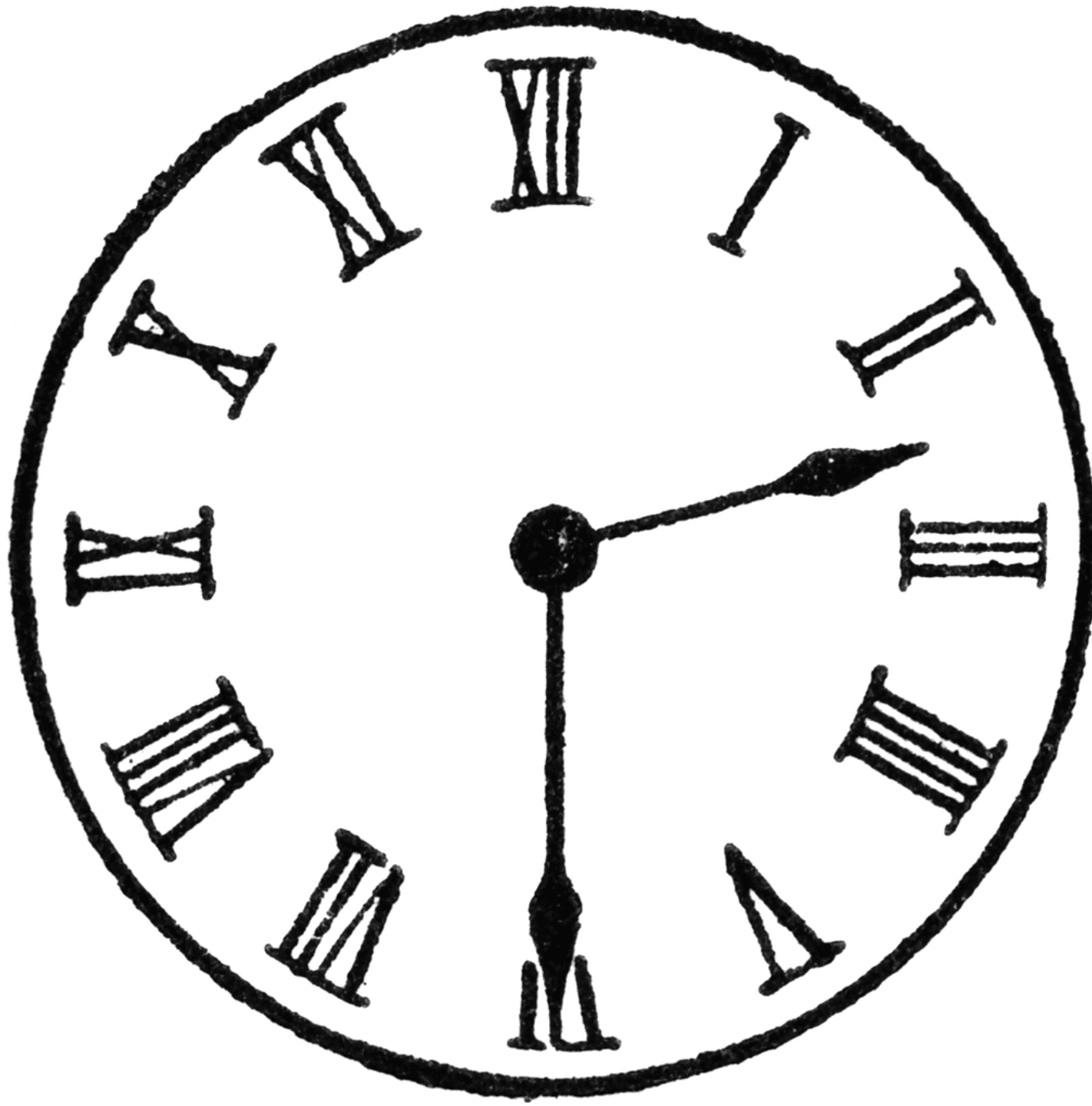
Limit your questions, offer your advice

Sell by SIZE (as we teach) NEVER by PRICE

NEVER ask for a customer's budget!







# WHAT ARE MY NEXT STEPS?



Email to

[tim@floralstrategies.com](mailto:tim@floralstrategies.com) with any questions or comments.

Watch your email for a copy of today's session  
AND a link to apply for the scholarship.  
See you in June...

## Date and Time

This webinar meets 12 times.

**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*