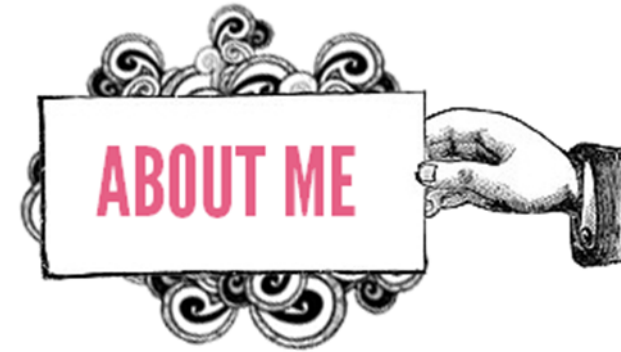




**Tim's Calling**  
with Tim Huckabee FSC and Sam Bowles FSC  
October 2020  
**TWO OPPORTUNITIES: a Birthday and a Funeral**

An opening word from Mary Westbrook,  
Editor in Chief, *Floral Management* magazine





Tim Huckabee FSC  
President of FloralStrategies



Sam Bowles FSC  
FloralStrategies Educator

# The Floral Stimulus Scholarship

increase sales • boost profits • reduce stress

[www.floralstrategies.com/stimulus](http://www.floralstrategies.com/stimulus)





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?

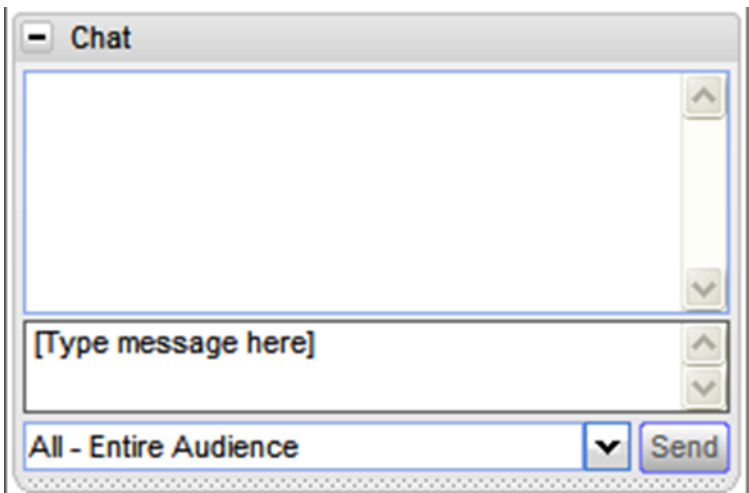
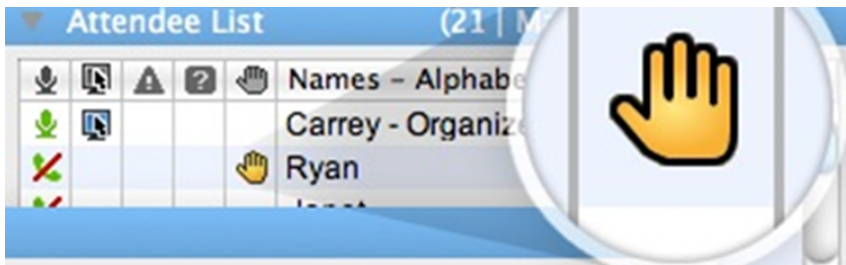
Did she really cater to my needs?

How would your staff have handled the call?

How did she make me feel? Appreciated? Well served?



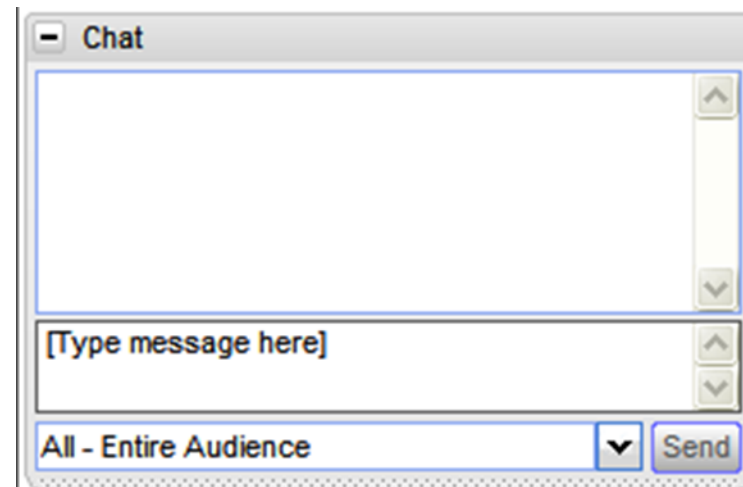
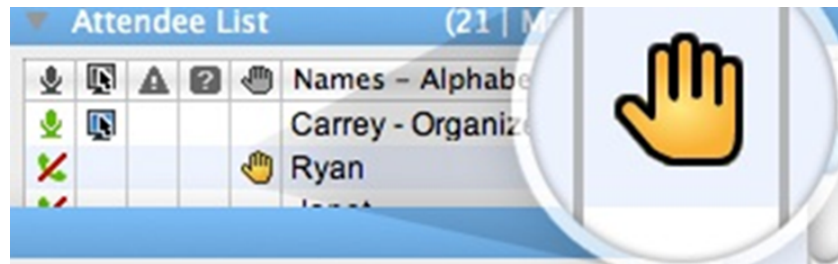
What did you hear that you liked. Why?





**Not Great**

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





Start with ENTHUSIASM!

Strive to sell an OPEN ORDER

Limit your questions, offer your advice

Sell by SIZE (as we teach) NEVER by PRICE

NEVER ask for a customer's budget! It's Rude and Ignorant

Offer an ADD ON to every caller





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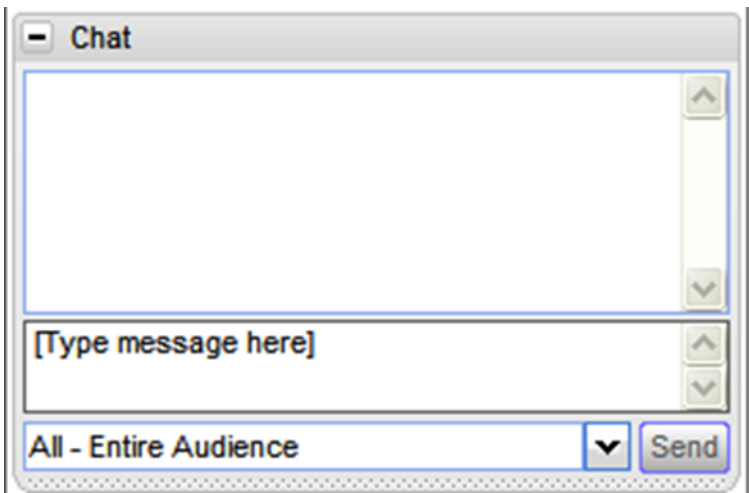
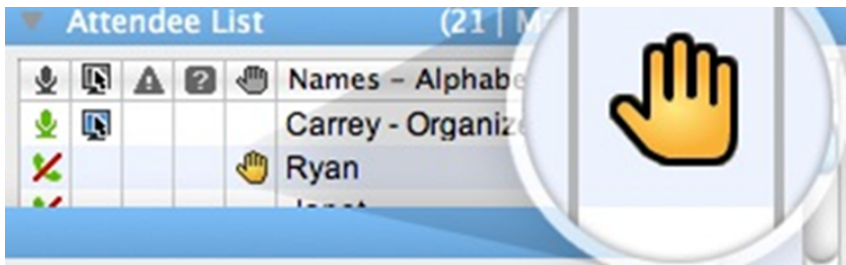
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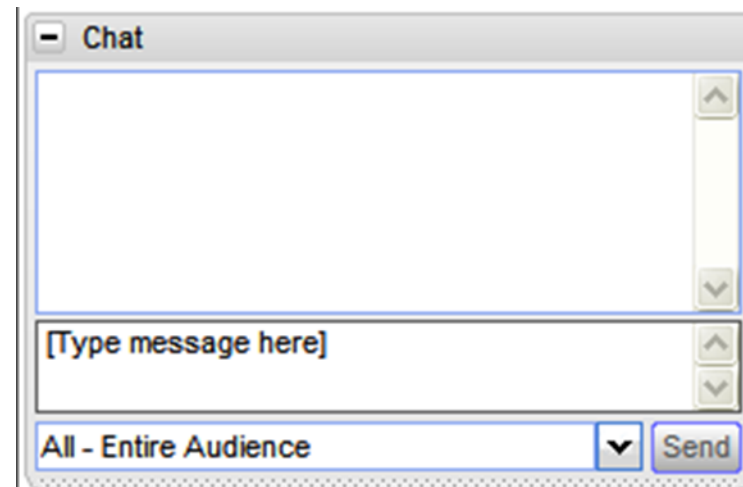
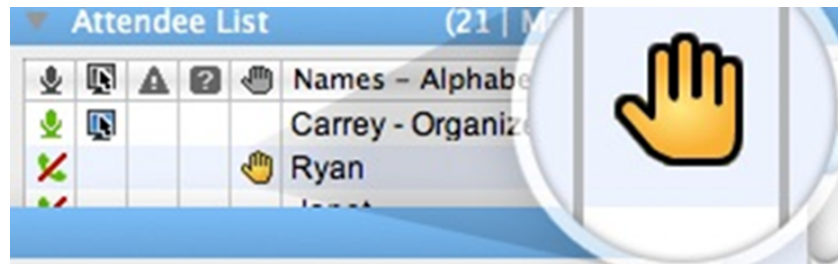
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*The End Of An Era  
And a new beginning...*

\$400  
STORE  
CREDIT



# WHAT ARE MY NEXT STEPS?



Email to

[tim@floralstrategies.com](mailto:tim@floralstrategies.com) with any questions or comments. Our office number is 800.983.6184

Watch your email for a copy of today's session  
Apply for the SCHOLARSHIP  
See you in January at  
**The Amazing ONLINE Floral Convention**

AND finally, a word from Laura Weaver of SAF



*The  
End*