



“Front end contract” Word Track

- Personalise this to your industry -

Salesperson: (Customer's name), may I have your permission to explain to you how we do business here at ABC Corporation?

Customer: Of course (your name).

Salesperson: Thank you. Firstly, I'd like to thank you for the opportunity of presenting our quotation to you, based on what you told me at our first meeting. As I go through the quotation, if you have any questions, we will answer them as we go.

At the conclusion of the quotation review, I'll go through a couple of recommendations I think you will be impressed by.

This will take us about 15-20 minutes.

If you are happy with what I propose, we can then move forward. If not, please tell me No. Is that ok with you?

Practice – Practice - Practice