



Follow Up Strategies That Will Get More Clients and Close More Sales



Wanda Allen

National speaker, coach, author and award winning business owner

In this Follow Up Sales Strategies Presentation, you will learn:

- Why using a system is critical for success
- Follow up systems that don't work
- How the right mindset will make the follow up process easier
- Surprising sales statistics
- The real reason people don't follow up
- 3 strategies that will improve your follow up efforts immediately

Wanda Allen is a national speaker, coach, author and award winning business owner. She's the author of Follow Up Savvy and Follow Up Sales Strategies. Wanda had a 25 year corporate career where she held the position of Senior Vice President for 15 years. She has a sales background and worked with sales teams throughout her corporate career. She gained extensive training on business development, maintaining client relationships and customer service. She has a strong skill set for developing systems and applied this skill to the follow up process. What she teaches is tried, tested and proven. After leaving the corporate world to pursue her own business ventures, Wanda founded her business, Follow Up Sales Strategies. She is an expert in helping entrepreneurs, business owners and sales professionals increase pipelines, improve sales performance and strengthen relationships by developing strong follow up skills.

Members Only: Lunch and Learn with Wanda Allen

Thursday,
October 10, 2019

12:00 – 1:30pm

Newmeyer & Dillion LLP

895 Dove Street 2nd Floor
Newport Beach

Parking will be validated. Guests can park in any unreserved spot in the parking lot or garage.

Register

<https://bit.ly/31Waa9d>

- Members only
- \$10 (lunch and drinks with be provided)
- Free Parking
- Limited to the first 25 people registered

