

richard@geewiz.co.nz

From: richard@geewiz.co.nz
Sent: Friday, 23 April 2021 7:48 AM
To: 'Carol Gilligan'
Subject: RE: Strategic sales & marketing ideas

Deleted from list thanks

Richard Gee, 0274720410
0800GEEWIZ, richard@geewiz.co.nz
Coach, Mentor, Speaker, Consultant, Author,
Conference speaker, Trainer in Sales, Leadership skills
Professional Chauffeur driver.
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From: Carol Gilligan <Carol@gilligan.co.nz>
Sent: Thursday, 22 April 2021 4:53 PM
To: Richard Gee <richard@geewiz.co.nz>
Subject: Re: Strategic sales & marketing ideas

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Carol

From: Richard Gee <richard@geewiz.co.nz>
Sent: Thursday, April 22, 2021 4:28:42 PM
To: Allan Gilligan <Allan@gilligan.co.nz>
Subject: Strategic sales & marketing ideas

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an visitors travel bubble
tomers knowledge about your services and products
f loyalty, learning curve
ate lack of skills
rals from Richard
Gee

v travel bubble to our Australian tourists and family members.

n tourism you will be welcoming this development and make sure your standards of service are high to
mouth testimonials and return visits. Tourism was a large part of the NZ economy and will

nders should also consider their holidays
Australia, with the Pacific islands coming soon.

Customer knowledge about you by making sure you never hear "I didnt know you had that!"
re your products and services regularly in front of your customers in emails, newsletters, feature promotions, and rep
customer knows what you can supply, always keep reminding your customers.
social media for free information about you and your
Create stories about how your customers have used successfully your products and services Run regular training se
can help your customers questions.
tations at meetings, customer service quizzes also help.

loyalty and the learning curve

ew staff member to learn your business and products and customers is known as the learning curve and this can be fro
productivity is achieved, a expensive investment by you! Protect this learning curve
g on the loyalty factors of goodwill, training, motivation, praise, work allocation and one on one sessions to
opportunities. Sharing with your team

saction, invoices, sales, statements, company results builds loyalty and interest and keeps staff loyal and staying in y

ate lack of skills

you excuses under the cover of the buyers objection to the purchase, such as "he was not ready to order/" "he had to
boss" " I still need to visit the buyer to get a decision" "the competitor is offering a sharper price" "they are still getting
just examples of poor selling skills by your rep not doing their job properly by Asking the right questions, speaking to th
e decision tree, and selling your benefits of value.

rep to watch the free videos on "www.geewizTV.com" to get out of the rut, or go visit some customers with them a
sales book

change" or put them on a training seminar, and maybe warn of performance improvements needed.

ents:

cks " Employrite NZ Katrina 09 9100553

waterblasting NZ Lorcan 027 2662669

Byford 027 2735672

ukh Mirza 022 429 7463

e Ivy 021353022

s Gary Mc Guire

Box 0276748483

Ramin Tavakoli 0220719540

cing Ranga 0211026153

Dave Hawke 021 08762505

Gee

nger to keep your team performing

ntoring to increase performance <https://awarenow.io/book/richardgee>

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ness coaching to stimulate your strategy planning

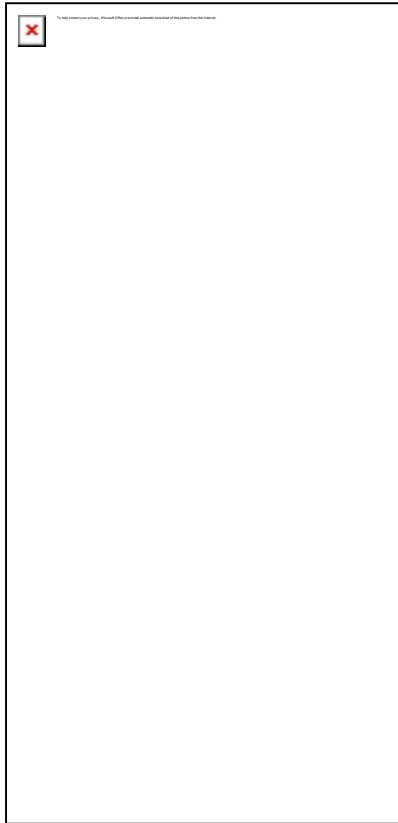
o training for your staff

s manager and executives

nk from the website

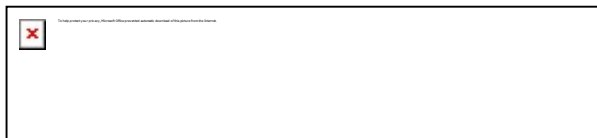
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