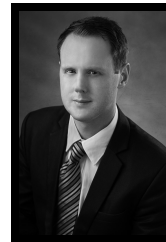




Check Out How Response and Follow up Times Effect Your Business.

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DB Business Consulting



Check out why the early bird gets the worm and the early bird gets the deal.

Want to be 9 times more likely to convert a web lead?

Then follow up within 5 minutes.

You'll see this pattern with Facebook rewarding Page Admins with a Fast response badge when responses are on average under 5 minutes.

Select admins that responded to 90% or more messages within a 5 minute period "can turn on an icon" to let folks know that they are quick responders.

However small businesses don't respond fast enough to leads.

With today's shortened attention spans, small businesses and sales teams still have absolutely no idea how fast they need to respond to online inquiries to be effective and they don't have the technology to help them do it.

If you need 1-2 days to respond to a lead and you only persist with 1-2 calls then it's not going to be enough to stay ahead.

What does a fast response time mean for you?

You could be successful with up to 50% more sales if you respond first.

The odds of contacting a lead if called in 5 minutes are 100 times higher versus 30 minutes.

The odds of qualifying a lead if called in 5 minutes are 21 times higher versus 30 minutes.

If you respond within 5 minutes you'll know where they are and you'll know they'll still have you on their minds with the added 'wow factor' of professionalism and great customer service.

A slower seller response has a huge impact on purchasing decisions.

Choose to respond even a day later is still regarded as too slow.

The average time elapsed between receiving a lead and reaching out to that lead is 7 hours 48 minutes (TOPO).

Ensure your response time is a top priority as the faster you can connect to leads and enquiries the better chance you have of making the sale.

For a complimentary business consultation to help you speed up response and follow up times **click here.**

ABOUT DB BUSINESS CONSULTING
Business Consulting for Startups and Small
Businesses with a focus on the Mind, Body and
Business.

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