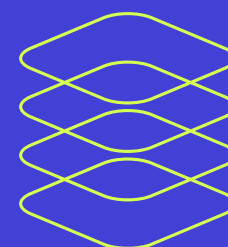


Jacinda
Miller



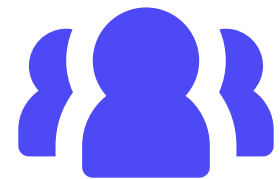
How To Avoid The Enrollment Roller Coaster



01



Tip 1



Build Genuine Relationships

Forge authentic connections with customers. Establish trust, understand their needs, and tailor your approach. Long-term success in sales is rooted in genuine relationships. Your relationship starts at your first contact with your customer. Provide a “wow” factor from the first day to their last day.



Jacinda Miller



Tip 2



Embrace Consultative Selling

Shift from selling to solving. Understand your customer's challenges and needs and position your product or service as the solution. Consultative selling builds lasting relationships. Utilize quality phone skills, consistent email communication and a process that helps you to manage and monitor your recruitment.



Jacinda Miller



Tip 3



Perfect the Follow-Up

The fortune is in the follow-up. Be persistent but respectful. Timely and personalized follow-ups show commitment and keep your product or service top of mind.



Jacinda Miller



Tip 4



Manage Your Metrics

You've heard the saying, "What gets measured gets managed." Track and manage the number of new inquiries and what happens to those inquiries once they contact you. This can be done in a google spreadsheet, Excel or in a CRM.



Jacinda Miller



Tip 5

Develop a Year Long Plan

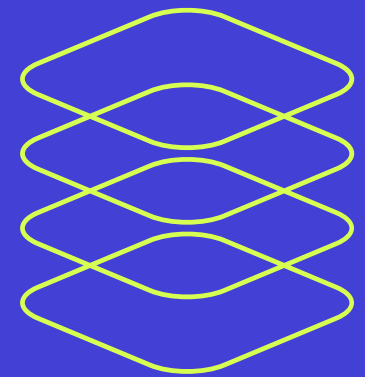


Create a year long plan to avoid enrollment dips. During anticipated enrollment slumps, plan for short-term events to boost interest and revenue. Be involved in your community events throughout the year to build brand awareness and recognition. Utilize digital marketing, email marketing and personal communication to communicate with your potential customers throughout your year.

06



Jacinda Miller



Your Dream Business is Within Your Reach

@batontwirlingunltd