



How to Turn Prospects into Customers and Customers into Fans

A DYL Business Growth Webcast



1. The two most important things you need to grow your business are _____ and _____.
2. To acquire new customers and retain existing customers, you need to _____ prospects on why they should choose you and build loyalty by showing them _____.
3. DYL's Workflows saves you valuable time, because it simplifies 3 things that take up most of your day: scheduling follow-up _____, sending _____ and composing _____.
4. Workflows is most popular among _____ and _____ teams.
5. Reaching out to leads or customers can be done any of three ways: _____, _____, _____.
6. _____% of leads buy from the first agent to contact them.
7. Workflows really shines when a prospect is on the fence and either wants to _____ or wants to _____.
8. On average, it takes _____ calls to reach a prospect, but _____% of sales pros give up after the 4th call.
9. Lack of follow-up is why _____% of sales are closed by _____% of salespeople.
10. Visit dyl.com/demo to see Workflows in action with a FREE demo. Mention this promo code to lock in your discounted rate should you wish to move forward: _____.