



Proposal

prepared for webinar training at: Your Shop

Overview:

The objective of this document is to present an outline for training the staff to implement the FloralStrategies methodology at your store. The focus is on building sales, improving service and fostering repeat business on the phone and at the counter in a new and exciting manner.

Proposal Scope:

The FloralStrategies approach to customer service and sales is taught through a webinar which includes coaching, written exercises, role-playing and live demonstrations.

Customized sales tools are created to post by all phones and terminals. These tools reinforce the training and encourage up selling. Staff receives handouts in the workshop which they can begin using immediately.

Training covers all aspects of selling and service from weddings to funerals, walk-ins to wire-outs, funeral to fruit baskets and MUCH more.

The POS system, regardless of supplier, is better integrated into the sales and service process, increasing efficiency, accuracy, and interdepartmental communication.

A post-training meeting is held with management to lay down guidelines to ensure that the new materials are completely integrated into the store culture and processes.

A 30-minute recap webinar is scheduled for roughly 4 to 6 weeks after the first session to have a round-table discussion with staff to ensure that they understand and are using all new materials.

FloralStrategies training is covered by a written guarantee of at least a 20% increase to the average sale or retraining is done for free. Some conditions apply.

Costs: (in USD)

One 2.5 to 3-hour customized webinar session (recorded for your permanent use) AND follow up 30-minute session 4 to 6 weeks later	\$695
August 2017 promotional rate – must be booked by July 29 Can be scheduled for any day/evening slot in August 2017	\$495

Payment:

Payment in full is due upon scheduling the initial session.

Schedule:

The session is roughly 2.5 to 3 hours long and can be coordinated to start from 9am to 6pm Eastern. Session can be booked for any weekday or Saturday Aug 1 to 31 Please call 917.257.9927 to check availability.

Submitted By:

Tim Huckabee FSC

FloralStrategies.com

585 Isham St, Suite 5F

New York, NY 10034 USA

800.983.6184 | office

917.257.9927 | direct

212.937.3590 | FAX

contact@floralstrategies.com

Accepted by:

For

Date