



SALES PROCESS



1. INITIAL DISCOVERY

- WHAT SETS WWF APART
- REVIEW THE PROCESS
- CLEAR NEXT STEPS FOR BOTH PARTIES



6. CONTRACT SIGNING

- PERMIT PULLING
- BILLING METHOD DECIDED UPON DEPENDING ON SCOPE OF WORK
- SCHEDULING



2. CONSULTATION

- SITE VISIT
- DESIGN REQUIREMENTS
- CAPTURING THE CUSTOMERS VISION AND NEEDS
- BUDGET
- CUSTOMER "HOMEWORK" IF ANY (FIXTURE SELECTION, BRAND PREFERENCE, ETC.)



7. INITIAL BILLING



3. BID DEVELOPMENT

- GOOD, BETTER, BEST



8. JOB BEGINS

- ON-TIME AND ON BUDGET
- TRANSPARENCY WITH CUSTOMER



4. PRESENTATION I

- DELIVERY OF JOB PLAN
- WALK CUSTOMER THROUGH THE PROCESS
- FOLLOW UP



9. FINAL BILLING & FOLLOW UP

- REQUEST REVIEW
- FOLLOW UP CALL
- THANK YOU LETTER IF APPLICABLE



5. PRESENTATION II

- REVISING OF THE BID (IF NEEDED)
- REVISE TO CUSTOMERS' NEEDS OR REQUESTS



CONTACT US TODAY

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