

Subtle Art of Follow Ups

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This module introduces the basics:

- a. Understanding the Significance of Follow-Ups in Relationship Building
- b. Exploring How Skilful Follow-Ups Lead to Business Success

2. Principle of Subtle Follow Ups

- a. Crafting a Purposeful Follow-Up Strategy for Different Goals
- b. Balancing Persistence and Respectful Professionalism

3. Communication Mastry

- a. Tailoring Communication Styles for Different Recipients and Situations
- b. Utilizing Multichannel Communication: Email, Phone, and In-person

4. Navigating Complex Scenarios

- a. Post-Meeting Follow-Ups: Cementing Action Items and Next Steps
- b. Follow-Ups After Presentations, Proposals, and Networking Events

5. Elevating Customer Relations

- a. Building Client Trust and Long-Term Loyalty Through Thoughtful Follow-Ups
- b. Handling Client Feedback, Concerns, and Expectations Professionally

6. Harnessing Tools for Mastry

- a. Integrating Technology: CRM Systems, Productivity Tools, and Automated Reminders
- b. Efficiently Tracking and Managing Follow-Up Communications

7. Overcoming Challenges

- a. Overcoming the Fear of Being Overbearing: Subtle Persistence
- b. Navigating Negative Responses and Rejections with Professionalism



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- a. Immersive Role-Play Exercises: Simulating Real-World Follow-Up Scenarios
- b. Crafting Authentic and Engaging Follow-Up Messages and Responses