③ Site Visits/Consultation

Site visits are a critical part of the sales and planning process for tradespeople. They go far beyond just "checking things out" – they lay the foundation for accurate quoting, client trust, and job success.

On site Meetings

- Be on time
- Be planned & organised with all relevant information on hand
- Be dressed professionally
- Build rapport, establish trust and confidence with the customer
- Engage in conversation easily , lead the conversation where possible to qualify the client and fully understand the project
- Be honest, be real – don't be scared to ask questions, highlight challenges and provide confidence around potential solutions
- Demonstrate interest and take notes of key details
- Confirm next steps including timeline for response
- Follow up with email same day
- Respond within agreed timelines

PLAYING TO WIN

MASTERCRAFT ELECTRICAL

MASTERCRAFT PLUMBING