

Keep In Touch With Your Buyers

It is important to not forget about your customers. Even after you sell to them.

Keep in touch with your customers.

Call them. Write them. Check up on them.

This way you can ensure that they stay warm and don't go cold.

Plus you will remain in their thoughts. So whenever they are in the market of buying again, they will reach out to you.

Nurture not just your prospects, but also your customers.

PLUS, if you get a new product or service to sell, you can always reach out to people you are in touch. But if you haven't stayed in touch with your previous buyers, then you have to start all over again. EVEN with them!