

Sample – Standard Covid 19 Appointments

Lead no: AUS- 100023

Call Time: 12:50pm	Day: Tuesday	Call Date: 26 th May 2020
Telemarketer Booking:	Nick Anderson	
Contact Name:	Gary Patterson	E-mail : gary@linkaspace.com.au
Company Name :	Kendall & Finlay (Aust) Pty Ltd	Website: www.linkaspace.com.au
Contact Number 1: Phone:-	(02) 9999 1185	Mobile: 0419 261 481
Address	11, Ponderosa Pde, Warriewood, NSW 2102	
Turnover : \$ 5 Million	Appt. Time : 2:00pm (Friday)	Appt. Date: 29 th May 2020
\$500K-\$750K <input type="checkbox"/> \$750K-\$ 1 Million <input type="checkbox"/>	Skype ID gary.kendall	Zoom: Doesn't have one
\$1 - \$2Million - <input type="checkbox"/> Over \$ 2 Million <input checked="" type="checkbox"/>		
Ballpark :		
Lead Status? (Hot <input checked="" type="checkbox"/> Warm <input type="checkbox"/> Cool <input type="checkbox"/>)	Business Type: Furniture	In Business:- 30 years
Employees (No.) : 30 full timers	Manufactures of office and domestic furniture (has a good website)	
Other Decision Makers: Gary has a business partner. He will also be present on Skype meeting.		
How Many Hours do you work a week? Happy?	"10 – 20 hours a week"	
DISC Profile? High "D" and Low "I"	D <input checked="" type="checkbox"/>	I <input checked="" type="checkbox"/> S <input type="checkbox"/> C <input type="checkbox"/>
Comment? Gary speaks less, specific, loud, clear, speaks facts and figures, open minded and has Right attitude.		
Are you getting all you want from your business?	Yes <input type="checkbox"/>	No <input checked="" type="checkbox"/>
Brief Comment: "Definitely not". With lockdowns Sales are almost zero. With majority of companies switching to work from home, future of office furniture is very bleak. For domestic furniture, majority of his buyers are interior designers. With present situation when world is struggling with cash flow, getting a house designed is the last thing.		
What area would you improve on?		
Time :-	(Comment on each as appropriate)	
Gary wouldn't mind putting more hours. But, at the moment, there are absolutely No orders and all machines at stand still.		
Team:-		
Gary has 26 factory workers plus admin, accounts and a marketing manager. During lockdowns he renegotiated salary with staff and pays them 60%. He further wants to immediately downsize his team to just 8 factory workers. He is finding difficult to let go other staff members.He wants just one person for every machine and wants to do other admin things himself. He needs help in restructuring his business.		
Money:-		
Main pain is SALES. Cash flow is drying out and wants to discuss, if he can diversify. He is also thinking of trading furniture online than manufacturing and then having a shop front. Logistics and inventory are both very expensive. The other pain is unsold stock and outstanding payments from interior designers.		
What is working well in the business?	We can sustain our business for next four months.	
Wish for next 90 Days?	Sales, Cash flow, loan – funding.	
Provided you can see a return, are you able to invest \$ 2000 per month on coaching?	Additional Comments?	
We explained to his satisfaction that coaching produces more than it costs. His marketing budget was \$ 70K per annum. Is aware coaching begins at \$2000 per month	Gary said, 'it's very lonely on the top'. He wants to discuss his situation with a senior coach, brainstorm ideas, so he is able to take a clear direction.	
ADMIN ONLY		
COACH : Michael Cowley		