

Welcome

September 24, 2018
SPE Conference
Fort Worth, TX



Thermoforming
DIVISION



Designing a Time Saving, Less Stressful and More Efficient Marketing Strategy

October 24, 2018
SPE Conference
Fort Worth, TX



Thermoforming
DIVISION



Introduction



Introduction



Thermoforming
DIVISION

JMDESIGNS
FUNCTION THROUGH DESIGN
FUNCTION THROUGH DESIGN



Set the Stage



Thermoforming
DIVISION



Networking & Discussion

We Welcome Questions



Audience
Poll



Audience Poll

How many of you have interacted with a design firm?



Audience
Poll



Audience Poll

Who's a sales person in here?



Audience Poll

How do you currently market your company?

By word of mouth, social media, advertising?



Audience Poll

How many of you have a sales team or person?



Audience
Poll



Audience Poll

How many of you have a sales team or person?

Is that sales person you?

We are going to take a look at some time tested ways of marketing your company.





How do you do it?

Client Testimonials

- Videos
- Quotes
- References



Manage Feedback

Feedback (3) Feedback (0)

Natalia Monsalve at Thimball
Great client :) Thank you :)
\$100.00 paid on Aug 29, 2018 (ID: 1033198)
Textile Prototype- Design Revisions

Natalia Monsalve at Thimball
Thank you Jim! It was a pleasure working with you :)
\$125.00 paid on Aug 29, 2018 (ID: 1031350)
Textile Prototype-Technical Package

Natalia Monsalve at Thimball
Great client! Great communicator :)
\$200.00 paid on Aug 14, 2018 (ID: 1026444)
Textile Prototype

[YOUR NAME]
888 Grant Avenue ♦ New York, NY 10603
(888) 888-8888 ♦ YOUR.EMAIL@gmail.com

Professional References

REFERENCE NAME #1
[POSTION TITLE]
COMPANY NAME
(999) 999-9999
REFERENCE.EMAIL@gmail.com
Relationship to Reference

REFERENCE NAME #2
[POSTION TITLE]
COMPANY NAME
(999) 999-9999
REFERENCE.EMAIL@gmail.com
Relationship to Reference

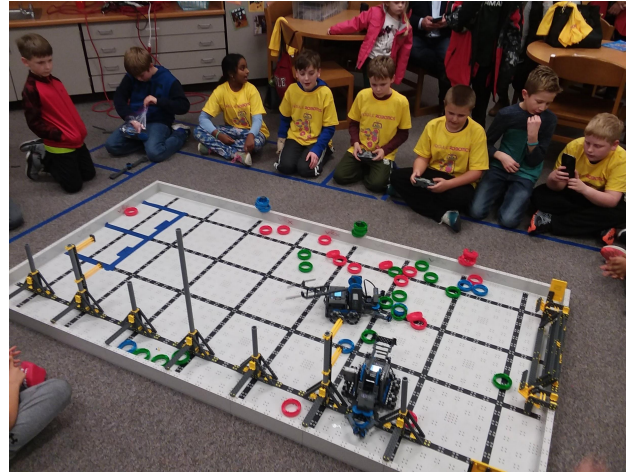
REFERENCE NAME #3
[POSTION TITLE]
COMPANY NAME
(999) 999-9999
REFERENCE.EMAIL@gmail.com
Relationship to Reference



How do you do it?

Community Outreach

- Volunteering
- Community Events
- Educational
- Local Government

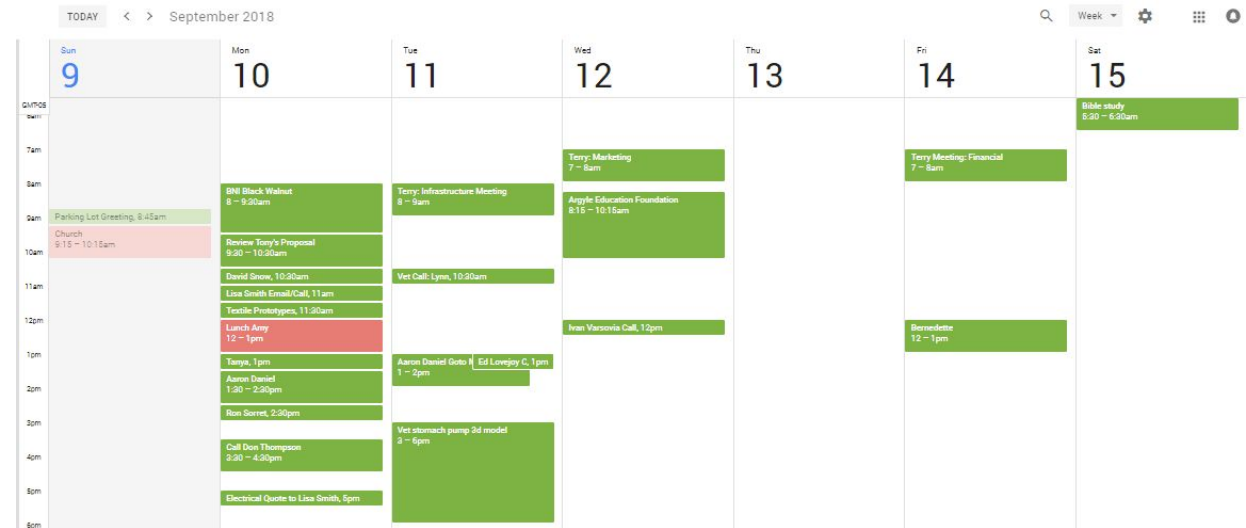




How do you do it?

Planning

- Planning your day
- Scheduling
- Time Management





"Plan for 5 minutes and you'll save an hour in execution"

Ogburn Business Solutions by Terry Ogburn

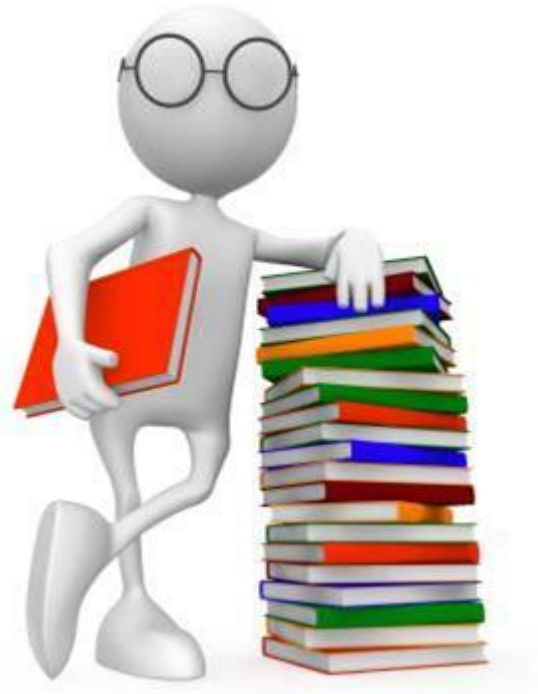




How do you do it?

Learning

- Primary Aim
- Industry
- Sales
- Company
- Roll Play
- Reading



Thermoforming
DIVISION





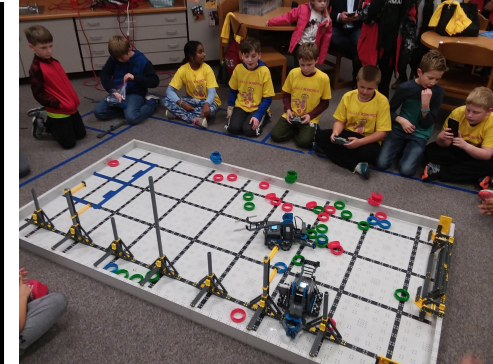
“Bill Gates, Warren Buffett and Oprah All Use the 5-Hour Rule”

Taken from: <https://medium.com/@michaeldsimmons>

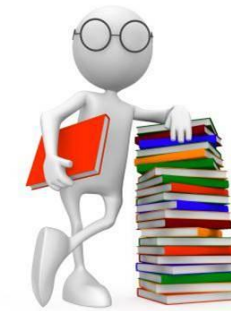


Consider Applying at Least One of These Four Ways To Improve Your Marketing Strategy.

- Client Testimonials
- Community Outreach
- Planning
- Lifelong Learning



Day	Sun 9	Mon 10	Tue 11	Wed 12	Thu 13	Fri 14	Sat 15
Events							
Tasks		Get Quote Request 11:00am	Bring Information Meeting 10:00am	Bring Information Meeting 10:00am	Bring Information Meeting 10:00am	Bring Information Meeting 10:00am	Bring Information Meeting 10:00am
Meetings		Business Meeting 10:00am	Business Meeting 10:00am	Business Meeting 10:00am	Business Meeting 10:00am	Business Meeting 10:00am	Business Meeting 10:00am
Appointments		10:00am	10:00am	10:00am	10:00am	10:00am	10:00am
Notes		Notes	Notes	Notes	Notes	Notes	Notes
Calendar		Calendar	Calendar	Calendar	Calendar	Calendar	Calendar



Thank You

Sign-up for our Free Entrepreneur Newsletter

www.jmdesigns-create.com



Survey