SALESPATH FREE RESOURCE

SalesPath

30-day quote fix plan

Four weeks, a few hours a week, no new software. Tick each action off as you go, and check the measure at the end of each week.

Starting win rate (won ÷ sent) _____ Open quotes today _____ Start date _____

WEEK	FOCUS	ACTIONS	MEASURE
Week 1	**Stop the obvious leaks**	☐ Log every open quote with a next step and date ☐ Send "keep open, change or close?" to every quote older than 14 days ☐ Set a two-business-day quote turnaround rule	Every open quote has a next-step date
Week 2	**Fix the quote**	☐ Write your cover-note template ☐ Add one way to accept and a valid-until date ☐ Start the five-step follow-up on every new quote	Every new quote gets its follow-ups
Week 3	**Filter and prove**	☐ Write your three to five qualifying questions ☐ Gather photos and reviews; add options to quotes ☐ Call three lost quotes and ask why	Fewer poor-fit quotes sent
Week 4	**Make it stick**	☐ Hold a 20-minute weekly quote review ☐ Record a reason for every lost quote ☐ Compare your win rate with your starting number	You can name every open quote and its next step

Win rate after 30 days _____ What made the biggest difference? _____

Stuck on a week? The free guides at salespath.com.au cover each step, and the quote tracker does the counting for you.