



ROYCE ARD

MY AMAZING MAID
COLUMBUS, GEORGIA

KEEPING YOUR SERVICE BUSINESS RUNNING THIN

- Eliminate tasks that don't generate income
 - Accounts Receivable
 - Follow up calls/texts/e-mails
- Eliminate telephone calls whenever possible
 - 95% of our customer service comes through text
 - Text MAID for more information on HeyMarket
- Spend your time talking to HOT! Prospects
 - Responsibid

STEPS TO IMPLEMENT RESPONSIBID IN YOUR BUSINESS

- Understand who you are as a business
 - Where do you fit in the market
 - What is your pricing strategy (Price Leader, Discounter, etc.)
- Divide and Conquer
 - 1.0 / 2.0
- Listen to the experts
 - Curt and David live and breathe pricing and estimating
- Let the software do the work / NOT create additional work

