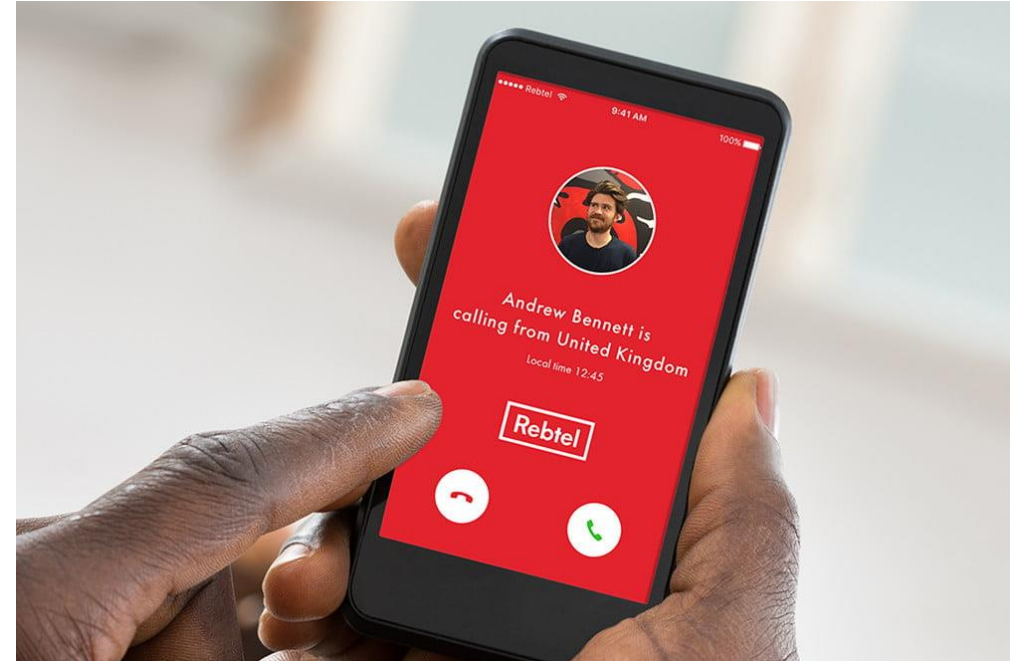


# Business Update



Both Integral to following up prospect enquiries – Rebtel to be able to call internationally




Systematic approach to dealing with prospect enquiries

# Watch this video 1<sup>st</sup>

**Effective Systematic approach to dealing with Prospect Enquiries**

**There are a number of key elements required to be able to do this**



The collage includes the Gmail logo, a HubSpot login form with fields for email address and password, a social media post featuring a woman's portrait, a hand writing 'Get Organised' on a whiteboard, a tablet displaying the word 'comprehensive' surrounded by related terms like 'scope', 'strategy', and 'analysis', and the text 'GAME CHANGER'.

3:32 / 43:13

Hubspot New Prospect Systems/templates

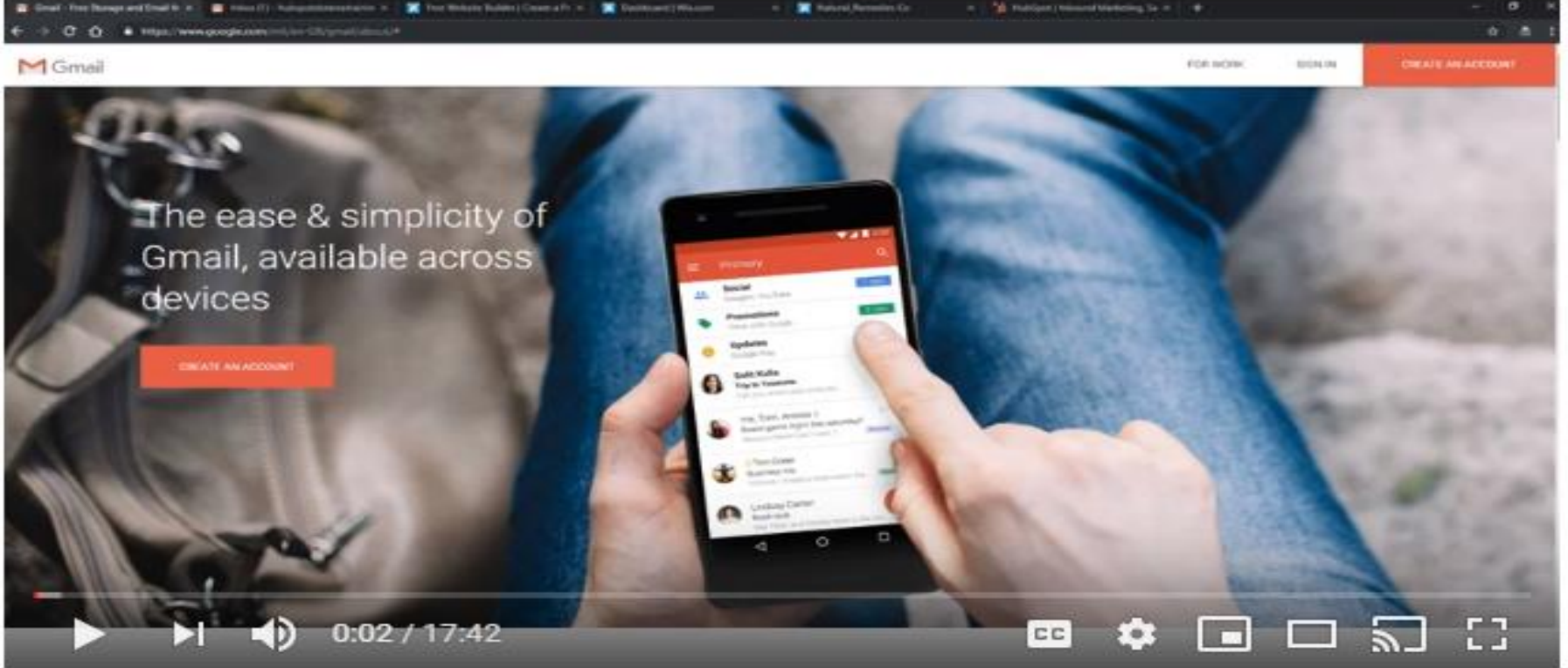
Unlisted

95 views

5 0 SHARE SAVE

<https://youtu.be/nSMVCLq5Nqk>

## 2nd Video – Downloading HubSpot – and Connecting it up!



The video player displays a Gmail advertisement. The ad features a person in blue jeans holding a smartphone. The phone screen shows the Gmail 'Primary' inbox with several emails. The text on the ad reads: 'The ease & simplicity of Gmail, available across devices' and includes a 'CREATE AN ACCOUNT' button. The video player interface shows a progress bar at 0:02 / 17:42 and various control icons.

**Hubspot setup training**  
Unlisted

58 views

3 0 SHARE SAVE

<https://youtu.be/7TGG515dGC8>

### 3<sup>rd</sup> Video – Setting up your 5 email Templates

Templates

Your team has created 4 out of 5 templates. Unlock more templates with Sales Starter. Upgrade

Looking for Template reports? Check them out in your reports dashboard here

View: All

Search all templates

NAME	CREATED BY	DATE CREATED	DATE MODIFIED
2nd email after 1 day	Peter Rea	5 days ago	2 days ago
Initial Enquiry	Peter Rea	5 months ago	2 days ago

0:08 / 14:53

25 views

1 0 SHARE SAVE

<https://youtu.be/Vp3USSmWWYs>

# 5 x Templates plus WhatsApp messages

HubSpot Templates and Team system for following up prospect enquiries

**Email Template 1 - INITIAL ENQUIRY – SUBJECT: HI Contact: First name, your Interest In doTERRA Essential Oils**

Hi Contact: First name (use the 'Token' icon in the template to pick up their 'First name')

You replied to our Social Media advertisement expressing an interest in our Certified Pure Therapeutic Grade Essential oils.

Whether you are simply looking to benefit from using the finest essential oils in the world or you are interested in finding out more about working with us as a Product Consultant, I'm sure we can help.

Here is our amazing product range: <https://media.doterra.com/us/en/brochures/the-doterra-essentials.pdf>

With our compliments, you are also invited to attend one of our FREE Online 'Intro to Essential Oils' online classes, you'll find it very interesting and educational, you can find more about this on our Enquiry Page.

**The NEXT STEP:** Please can you confirm your specific interest via our 'Enquiries Page' by clicking on the link below and follow the simple instructions so we can provide you with the relevant information straight away.

[www.whyyourolls.com](http://www.whyyourolls.com) (use your own Wix website)

Thank you for your interest and I look forward to hearing back from you very soon.

Best wishes

Your name

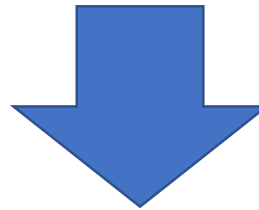
Your contact number

**Email 1:** Initial Enquiry – pointing to website

**Email 2:** Thank You for your interest – info regardless!

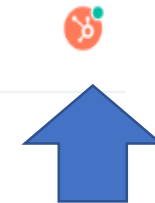
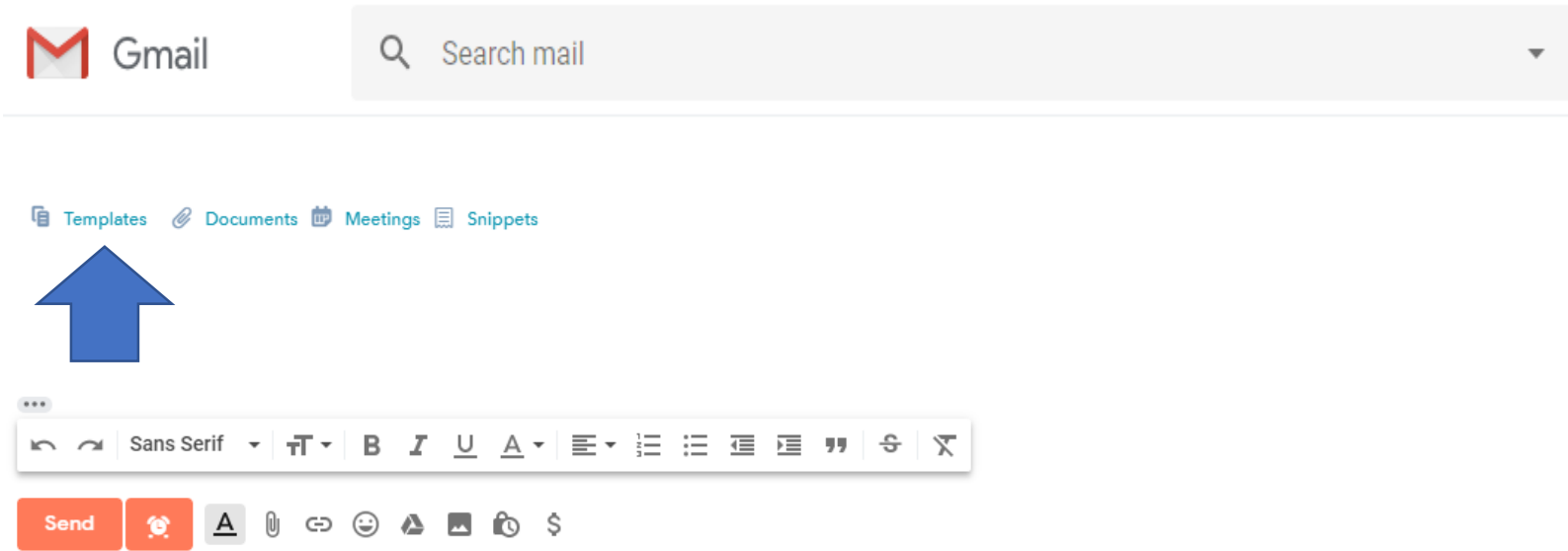
**Email 3:** Confirmation of oils class being attended – zoom details

**Email 4:** Thanks for attending the class




<https://www.docdroid.net/NPICOVX/new-hubspot-templates.docx>

# Download the HubSpot Extension form Google to be able to have the 'Template' Icon appear in your emails




This little icon will Appear as well





## HubSpot Sales

Offered by: <https://app.hubspot.com>

★★★★★ 8,704 | [Social & Communication](#) |  655,730 users

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## Get Started

Almost there. It can take up to 5 minutes to receive your pin.

+44 7980664696

[Not you?](#)

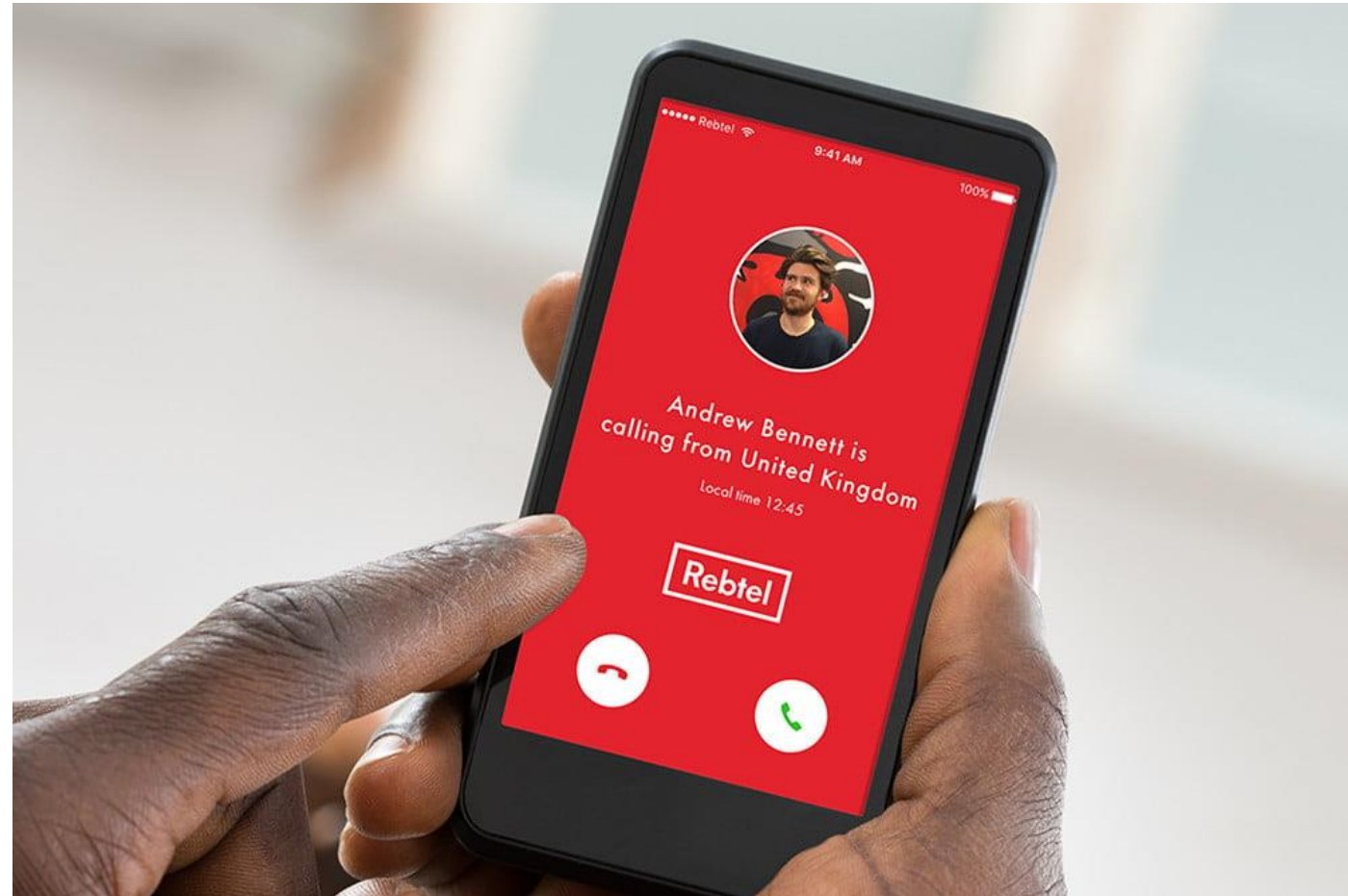
Enter your PIN

[resend pin](#)

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