THE PRO PAINTER SALES SYSTEM

★ THE COMPLETE 6-STEP SALES SYSTEM ★

1 THE FIRST CALL FRAMEWORK

Help customers visualize what it's like to work with you.

- Speed Wins. Fast response controls momentum.
- Trust & Framing.
- Appointment Control.

The faster you respond, the more attention you earn.

2 THE WHITE GLOVE WALKTHROUGH

Lead the experience. Build confidence.

- Lead the Experience.
- Tactile Expertise.
- Document Reality.

Your attitude comes through in your voice.

3 THE QUOTE LAB

Price everything. Present with clarity.

- Separate Environment.
- Price Everything.
- Structured Clarity.

A great quote communicates value and justifies the price.

4 THE KITCHEN TABLE CLOSE

Lead with confidence. Paint the outcome. Ask for the business.

- Lead With Price.
- Paint the Outcome.
- Identify who needs to be present.

The sale happens at the kitchen table, not on the driveway or porch.

5 THE IMMEDIATE WORK ORDER

Capture every detail. Prepare production for success. Eliminate miscommunication.

- Write It Every Time.
- Production-Ready Detail.
- Future Leverage.

A clear work order protects you and sets expectations from day one.

6 THE INFINITE FOLLOW-UP FLOW

Stay top of mind. Continue providing value. Turn "not now" into "yes."

- Service Mindset.
- 21-Day Rhythm.
- Simple Tracking.

Most jobs are won after the first call isn't returned.

WANT THE 26-PAGE FIRST CALL FRAMEWORK?
firstcall.hscottfitch.com

MASTER THE SYSTEM. DOMINATE EVERY SALE.