Glenwright DIGITAL

FREE GUIDE · NO EMAIL NEEDED

The 5-Minute Follow-Up Check

Five quick tests that show you what your customers see when they reach out.

Wait too long, and your customer becomes their customer.

1. Do the test

About a minute each. Five minutes in all.

2. Wait

The waiting is the test. Note what happens.

3. Mark your score

Circle one. Score it the way your customer would.

TEST 1

Your contact form

Do this
Fill out the form on your own website, like a customer would. Use a personal email or ask a friend.

Watch for
How long until a real answer shows up.

Score: Fast · Slow · No answer

TEST 2

After hours

Do this
Call your business after you close. Leave a message.

Watch for
Whether anyone calls back, and when.

Score: Fast · Slow · No answer

TEST 3

Your social inbox

Do this
Send a message to your Facebook page or Google Business profile.

Watch for
How long until someone answers.

Score: Fast · Slow · No answer

TEST 4

Your search

Do this
On your phone, search for what you do plus your town.

Watch for
Whether you show up, or someone else does.

Score: Found me · Found them

TEST 5

Your last 10

Do this

Look back at the last 10 people who asked about your work, by phone, email, text, or message.

Watch for

How many of them waited more than a day for an answer.

Score: None waited | Some waited | Most waited

Your score

Good

Fast, Found me, None waited

_____

Waited

Slow, Some waited

_____

Missed

No answer, Found them, Most waited

_____

There's no passing grade. Every mark under Waited or Missed is a business headache. It's not that you're behind. It's the same headache, every week. And a headache can be fixed once.

We turn your headaches into systems that run themselves.

Tell us which test made you wait. On a free 15-minute call, we'll talk it through and tell you straight whether it's worth fixing.

Book a 15-minute call

blether-eight.vercel.app/book/glenwright
or email solutions@glenwrightdigital.com



You didn't have to give us your email to get this. We don't run a mailing list.