

Quote Follow Up verbiage:

3 days follow up:

Hi,

Just checking in to see if you have any questions? Please let me know how I can assist. Please note that prices and availability are subject to change until the deposit is placed. Typically the pricing goes up, so don't get stuck paying more for the same thing.

5 days check in:

Hi _____,

I am checking in to see if I can help in anyway with the quote I sent you a week ago? If the resort options didn't work for you or if you have specific questions, just let me know. Please let me know where you are in the process.

7 days later:

Hello _____,

Just checking in to see if you have any further interest? Rates have most likely changed since the original quote. Just let me know if we can answer any questions or help in any way. If you've decided to go in a different direction, please let me know, so I can close your file for now.

Other points to throw at them to get them to book:

- rep was in the office, looks like the sale rates might be pulled soon
- resort is starting to fill up
- airfare rates are starting to increase
- I'm going to be out of the office next week and wanted to touch base with you.

Obviously you should be out of the office the next week.