1.访客营销

第一次营销：

Dear Sir/Ma’am 打招呼

Thank you very much for your kind visiting to our product Station Roof.

This is Kathy from Jiguang Lighting, which is a professional manufacturer of LED Lighting with more than 10 years’ experience. 介

As per your visiting I know that you are looking for our XXX.

In order to quote you the exact prices including shipping , I am very sorry but I still need your help to confirm some details:

1. What size you are going to purchase?（We have normally 3 sizes: 10x8.6m; 18x6m; 24x12m)
2. What style that you prefer?( We have normally 2 kinds: non-Illumilated or Illumilated )
3. Do you need other equipment to combine a set?(Such as Fill Dispense).

Please refer to the attachment for the picture of them so that you can make a better decision.附上产品基本信息的图片

As long as you confirm the details above then I will send you the quotation details immediately.

Looking forward to your kind reply.

Best RegardsYours xxx

第二次营销：做好访客营销一定要二次营销

Dear xxx

I am very sorry but I forgot to attach the picture of the size , style and other combine optional equipment, please check them in this email.(以上一封附上产品基本信息的图片作铺垫为理由给客户二次营销的理由）

Looking forward to your kind reply.

Best Wishes

Yours xxx

访客营销注意事项：

1.天天报（不包括放假）

2.高质量报（不准复制粘贴）

3.一定要二次营销

2. RFQ（RFQ也是一条询盘)

产品名称：
More information about our xxx 产品from Jiguang Lighting

Dear Sara Stroud，

It’s my honor to reply your RFQ about Motion Sensor Cabinet Light

This is Kathy from Jiguang Lighting which is a professional manufacturer for LED Light with more than 10 years’ experience.

As per your inquiry I know that you are going to purchase 300 pcs of Motion Sensor Cabinet Light

The best price I can offer to you is $5.31

based on 300pcs.

The shipping cost from China to US is $325. (By sea around 25-50 days)

So the total cost including shipping is $5.31\*300+$325=$1918

As long as you confirm the quotation then I will make the PI with order details for your reference.

Looking forward to your kind reply.

Best Regards

Yours Kathy

RFQ注意事项：

1. 天天报（包括放假，每天报一条，除非你的RFQ数量超过30条可以择日多报）
2. 高质量报（不准复制粘贴）

3.如何快速打造实力优品？

RFQ 或者访客营销产品尽量绑定接近80分的产品， 客户回复后即可加分， 快速变为实力优品