

## **-Volume Photography Boot Camp-**

### **Intermediate Level Programming.**

(For studios that already have some volume accounts, but want to grow)

This coursework is for Studios that have had some success in getting and servicing volume photography accounts but want to take it to the next level. We'll help you fine-tune all aspects of your business to help you grow, become more efficient, and more profitable.

This course provides personalized support for your specific challenges. Start saving a list of your problems now; you'll send them to us before the Boot Camp. During classes, we'll address as many issues as possible, ensuring you get practical, tailored solutions to your specific challenges.

- Common mistakes everyone makes – And how to avoid them.
- Creating more effective LIVE presentations for schools, sports, & sponsors.
- How to improve your closing rate of getting new accounts.
- Handling common sales objections with better rebuttals.
- Be different. Think outside the box to create a competitive advantage.
- How to analyze and improve your portrait package sales.
- Tips to convert non-buyers into happy buyers.
- How to fix the most common mistakes that everyone makes.
- Tips for preparing Bids and responses to “Requests for Proposals” (RFP’s)
- Recruiting, hiring, and managing seasonal staff.
- Best practices in e-commerce. It’s much more than just online sales.

- Common photography mistakes that are killing your sales.
- Introduction to Contract Senior photography
- Technical mistakes that are killing your efficiency.
- Ai applications that will save you time and money.
- Make lots of extra money by selling and servicing Yearbooks.

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