

THE ESSENTIAL KIT

FOR SELLING WITHOUT A HOME VISIT

*Lockdown or no lockdown; selling without home visits makes sense for installers...
It saves time & money and many customers prefer it.*



The volume of quotations prepared by window companies continues to surge on Framepoint® - over 5000 quotes were done in October alone at a value of over £29 million...So what's going on?

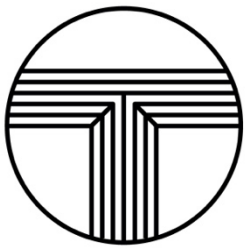
“Some of this is socially distanced face-to-face selling,” explains CEO Chris Brunsdon, “But a **growing proportion is remote**; via screen share. Lockdown or no lockdown, many installers have woken up to the fact that selling without home visits represents an opportunity not a threat; it saves installers time and money and conversion rates are entirely comparable. Many of our subscribers are telling us that they plan to continue selling remotely for the long-term. On the whole, Framepoint® subscribers will be seeing future lockdowns as a chance to use the tech they have at their disposal to continue to build pipeline at a lower cost.”

“When a potential customer makes an enquiry, we ask them to provide images of their home and we then makeover their property live, online. Homeowners are astonished – it never fails to impress!”

KESTREL HOME IMPROVEMENTS



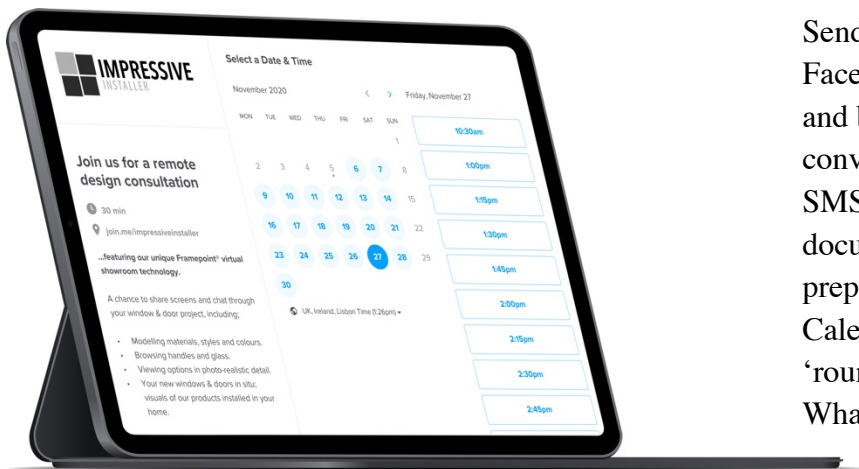
So here it is – “the essential kit for selling without a home visit...”



1

CALENDLY FOR SCHEDULING CUSTOMER CHATS

Seamlessly allows homeowners to put time on sales rep's diaries without the usual back and forth of scheduling.



Send a link (and/or embed it in your website or Facebook page) and allow homeowners to choose and book a remote consultation at their convenience. Setup confirmations by email and SMS, and include meeting links and reference documents, or pre-instructions to help the client prepare for the meeting. Setup a team and have Calendly distribute remote appointments in a 'round robin'; optimised for fair lead distribution. What? No more turf wars?!

www.calendly.com

2

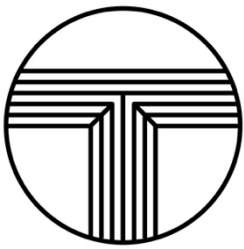
JOIN ME FOR SALES DEMOS

Zoom is good, but Join Me is fun and ridiculously easy...

“I say to clients send me a picture of your house before the Zoom. They come on, we screen share and then...**BANG!** Customers love it, they absolutely love it! The amount of work it has fetched me is incredible!

BRADLEY SCOTT WINDOWS





**TOMMY
TRINDER**

Framepoint Technology®

Updated: Nov 20



Join Me is a ridiculously easy screen sharing tool where everyone gets connected, every time, with one click. Share screens and collaborate with homeowners as you model designs and options. Even pass the presenter role to the client and let them play. With no downloads, hassles or weird tech stuff to deal with you can really focus on selling windows, not tap dancing.

www.joinme.com

3

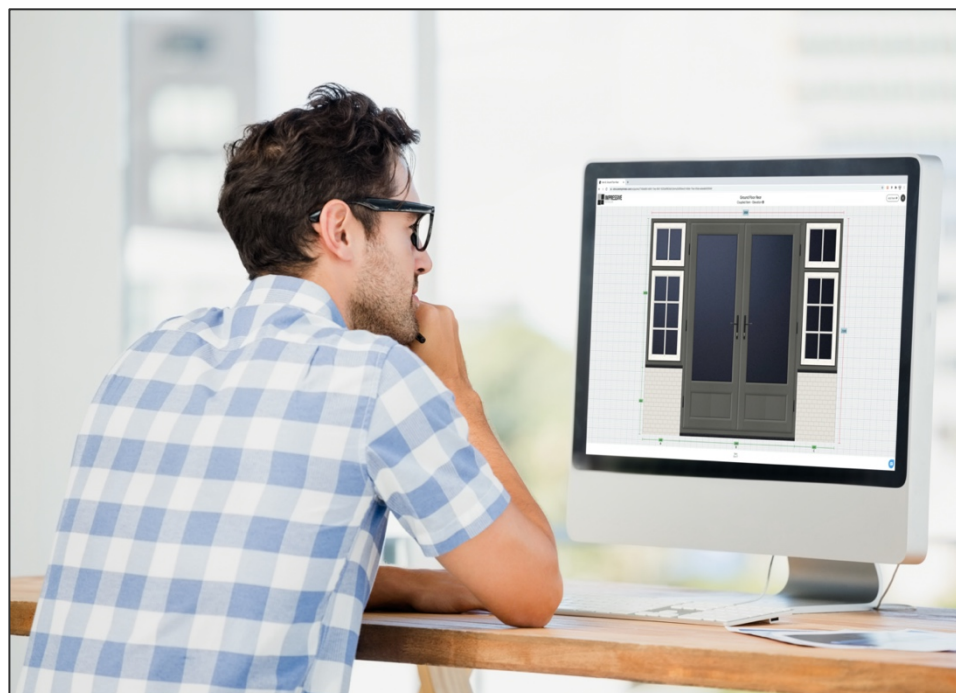
FRAMEPOINT®

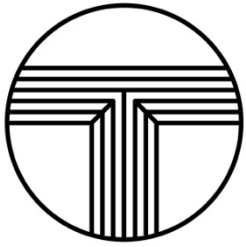
FOR YOUR VIRTUAL SHOWROOM

Framepoint from Tommy Trinder is designed to collaborate with clients and get their hearts beating faster; it's like visiting a real showroom, but more fun and with more on show!

Share screens and free sketch your PVCu, aluminium and timber products in real time and instantly see them in full photo-realistic quality. The detail of the graphics, ease of use and depth of options make it a proper virtual showroom. For homeowners it's like visiting a real showroom - but more fun and with more on show! Touch, tap and see the results of colour changes, hardware choices, bar selections, well everything really. Then overlay your designs onto your client's home and wait for the oohhs and ahhhs. When you're done, transfer beautiful quotes by email in a click.

www.tommytrinder.com





“Let me show you how it will look on your house...”



THE NEW NORMAL?

VIRTUAL MAKEOVERS

75% of homeowners quoted on Framepoint receive a makeover, and volumes are rising steeply...

‘Makeovers’ - where installers overlay images of windows and doors onto their client's home - are a significant component of remote selling; many installers share screens and prepare these visualisations in real-time with clients. It's great collaborative experience – there's a real wow factor for customers as they see their house transformed. Over 1700 visualisations are prepared each month on Framepoint..and counting.



“Not everybody wants us to sit in their front room for an hour discussing windows and doors. To be able to do that in the comfort of *our* office and still be able to present the products nicely and pick out the handles and the hardware; it's very engaging.”

WATCHET GLASS

