

4 EASY TIPS TO SPEED UP YOUR ROOFING SALES PROCESS



Experiencing delays within the sales process is one of the biggest issues roofing businesses face. A slow sales process can lead to drawbacks like unsatisfied customers, scheduling conflicts and even potential profit losses.

Here are 4 tips to help you close sales faster:

1. Pre-order aerial measurements

By pre-ordering aerial measurement reports, your sales teams will already have access to accurate measurements that they can apply directly to estimates, reducing time on-site and eliminating the need for additional paperwork. Jobba works with tools like Google Maps to help you access aerial roof measurements for your customer's location(s) and allows you to import the documents easily.

2. Use custom templates

Custom templates are designed to ensure nothing gets missed during the sales process. They can provide sales teams with a framework of the information needed to complete an estimate or proposal and allow for easy data entry so no one has to double back. Jobba provides contractors with pre-made digital templates that can be personalized to your sales process.

3. Automate processes

Data automation is a gamechanger within roofing sales. Roofing CRMs, like Jobba, provide contractors with tools that can take details collected during initial walkthroughs and input them into a customer's job file, making proposal creation easy and fast.

4. Send proposals electronically

One of the biggest reasons for a delay in sales is due to getting the customer's final signature. If it is a paper agreement, it can be easy to misplace or simply just forget to handle. Jobba allows you to instantly send proposals securely to customers via email or sign contracts on the spot with our innovative eSign feature on any mobile device or tablet—avoiding any setbacks.

Visit [Jobba.com](https://jobba.com) or call (855) 633-3327 to learn more!