

CHAPTER OVERVIEW

13: Follow-Up - The Power of Providing Service That Sells

[13.1: Introduction](#)

[13.2: Follow-Up - The Lasting Impression](#)

[13.3: Customer Satisfaction Isn't Enough](#)

[13.4: Selling U - What Happens after You Accept the Offer?](#)

[13.5: Review and Practice](#)

This page titled [13: Follow-Up - The Power of Providing Service That Sells](#) is shared under a [CC BY-NC-SA](#) license and was authored, remixed, and/or curated by [Anonymous](#).