



The Missed Signals Self-Assessment

Are you losing deals to silence? Discover exactly where your sales process is leaking revenue and get a customized, actionable tip to fix your biggest engagement gap today.

Part 1: Consistency & Follow-Up

1. How many days typically pass between your first discovery meeting and the second follow-up touchpoint?

1-2 days (Healthy)

3-5 days (At Risk)

6+ days (Revenue Leak)

2. Do you currently use automated sequences to keep engagement alive after a meeting?

Yes, consistently

Sometimes, when I remember

No, it's all manual

3. What happens to a warm prospect if they don't respond to your first two emails?

They enter a long-term nurture sequence

I try calling them once or twice

They usually fall through the cracks

Part 2: Signal Detection & AI

4. Do you have a system that alerts you when a past client visits your pricing page or downloads content?

Yes, automated alerts

I check manually sometimes

No visibility

5. How quickly do you react when a target account announces a major strategic shift (e.g., funding, acquisition, leadership change)?

Within 24 hours with a tailored message

Whenever I happen to see the news

I usually miss these signals

6. Does your current tech stack predict which clients are at risk of churning before they actually leave?

Yes, we have predictive scoring

We rely on gut feeling

No early warning system

Your Score & Next Steps

If you answered 'Sometimes,' 'No,' or 'Manual' to two or more questions, your pipeline is leaking revenue due to inconsistent engagement and missed signals.

The fix isn't working harder. It's designing engagement that runs itself while staying smart enough to adapt to changing client realities.

Ready to plug the leaks? Book a Growth Strategy Session today.

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