

THE SILENT QUOTE MONEY MAP

Find the value sitting in ten unanswered quotes in about ten minutes

1 Pull out your last ten quiet quotes

Use WhatsApp, email or your quotation file. Enter only real quotes with a rupee value.

The total is quoted value, not booked or guaranteed recoverable revenue.

	Customer / reference	Quote value (Rs)	Last contact	What they said last
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				

2 Add the quoted amounts

Total silent quote value (all ten)

Last contact within 30 days

Last contact over 30 days

Last-contact date unknown

Recent contact means check first. It does not mean the buyer will say yes.

TURN THE MAP INTO ONE ACTION

3 Choose three quotes to check

Start with recently contacted quotes that have a clear buyer and a real value. If a date is missing, verify the status first.

1. Customer / reference: _____ Next contact date: _____
2. Customer / reference: _____ Next contact date: _____
3. Customer / reference: _____ Next contact date: _____

4 Send one line today

"Hello [Name], I am checking whether the proposal for [service] is still under consideration. Is there anything about the scope or timing you would like me to clarify? If plans have changed, a short update is completely fine."

Six lines you can adapt

1. Did the proposal reach the right person? What needs clarification?
2. Would a ten-minute scope call help before you decide?
3. Is the question now scope, timing, budget or internal approval?
4. If this has moved to next month, when should I check back?
5. Would you prefer a revision, a later check-in, or to close it for now?
6. I will close this quote unless you would like another check on [date].

Worked example

Nila Tech Services has three quiet IT support quotes:

Rs 1,80,000 contacted 8 days ago; Rs 95,000 contacted 42 days ago;

Rs 1,25,000 contacted 20 days ago.

Total silent quote value: Rs 4,00,000. Within 30 days: Rs 3,05,000.

Over 30 days: Rs 95,000. These are proposal values, not expected sales.

What this number tells you

A quote without a dated next action is easy to lose sight of. You may also find that price, scope or timing stopped the deal. Ask the buyer; do not assume.

Build the full system

If you want to map where leads come from, write the full follow-up path and review your pipeline weekly, ask me about From Dead Months to Steady Sales: exactly three live sessions over three days.

For a free 20-minute fit call, email coachsrikanthcj@gmail.com or WhatsApp +91 7032855151. No pressure to join.