

IMTS Webinar Attendee Responses

Hello Richard,

I just watched your sales lead follow-up webinar on the IMTS website. It was very information and I know it will help us after this trade show.

Would it be possible to get a copy of the statistics you shared? I have done lead follow-up mailing for last couple of shows and have really not received much of a response. The follow-up example you demonstrated really makes sense as to helping get a response from leads.

Thank you in advance for your help and again your webinar was very informative.

Andrew Wal

Sales and Marketing Representative
GKS Lifting and Moving Solutions, LLC.

Hi Richard,

I just completed watching your webinar in regards to “Lead Follow-up for IMTS.” I totally enjoyed it and gained valuable information and ideas for my trade show strategy. I am a first time IMTS exhibitor and am trying to gather all the information possible to make this a successful show for Inter-Motion.

Trent Whittaker
Sales & Marketing Manager


Hello Michelle-

I wanted to send a quick email to you guys letting you know that I was very pleased with Richard Erschik’s webinar “Learn How to Assure 100% Lead Follow-up Post IMTS”.

As a first time exhibitor at IMTS I find resources like this very useful and worth my time. I can’t wait to put Richard’s strategies to work and hope you continue to offer similar resources to exhibitors in the future.

Kind Regards,

Derek Kern
Kern Electronics & Lasers, Inc.