

# 3 Important CRM Features for Tree Removal Services

written by Vicky Barry | June 15, 2023



In the tree removal industry, managing customer relationships, upselling services, and ensuring timely payments are critical aspects of running a successful business. However, these tasks can often be challenging and time-consuming. That's where software solutions like Selling Lane come into play for Tree Removal Services like yours.

## 1. Track Customers Efficiently

One of the most significant benefits of using Selling Lane is its robust Customer Relationship Management (CRM) capabilities. With Selling Lane, you can easily track customer details, appointment history, and communication all in one place. This not only saves you time but also allows you to provide personalized service to each client. By having all customer information at your fingertips, you can respond to customer inquiries faster, schedule appointments efficiently, and provide top-notch service consistently.

## 2. Upsell with Ease

Upselling is a powerful strategy for increasing revenue, but it can be challenging to implement effectively. Selling Lane's unique [Menu Selling](#) feature simplifies this process. By presenting a menu of your tree removal services to clients on an iPad or tablet, customers can easily understand the breadth of your offerings and select the ones that best suit their needs. For instance, a client booking a tree removal service might be interested in additional services like stump grinding or tree health assessments when presented in the menu. This interactive approach not only improves customer experience but also opens up opportunities for effective upselling.

## 3. Ensure Timely Payments



get paid faster with Selling Lane's invoicing system

Selling Lane also helps you ensure timely payments. With its [integrated billing system](#), you can send invoices directly to your customers via email.

Customers can then pay online, making the process quick and convenient for both parties. This feature can significantly reduce the time you spend chasing payments and improve your cash flow.

## **Selling Lane is Free to Try, Pay as You Grow**

One of the best things about Selling Lane is its pricing model. It's free to try for 31 days, allowing you to explore and utilize its features without any financial commitment. As your business grows and your needs become more complex, you can choose to upgrade to a premium account. This "pay as you grow" model ensures that you only pay for what you need, making Selling Lane an affordable solution for tree removal services of all sizes.

In conclusion, Selling Lane offers a range of features that can help tree removal services streamline their operations, enhance customer service, and maximize their revenue. It's a comprehensive tool designed to meet the unique needs of service-based businesses. So why wait? Start your free trial today and experience the Selling Lane difference for yourself.

### **Other names for Tree Removal Services:**

- [Arborist](#) services
- Tree care services
- Tree cutting services
- Tree pruning services
- Tree trimming services
- Tree surgery
- Tree felling