

# Congrats on a great Pitch Day!

Let's keep things moving — here's how to continue the conversation and keep the project moving forward.

## Client Follow Up

Brief is here to keep the project moving forward. We follow up with the client diligently and recommend that you do the same.

Remember to keep [connect@brief.com](mailto:connect@brief.com) cc'd on all communication with the client so that we can support and advocate for your team.

## Final Project Proposal

Following your call, prepare a revised proposal for the client. We recommend a follow-up call to present your proposal + align on next steps!

### Top tips

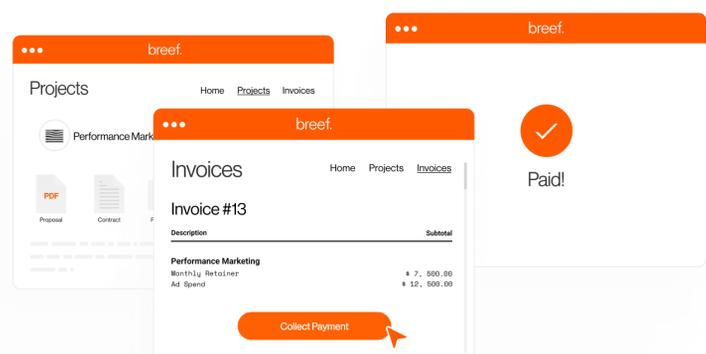
- Include details from your Pitch Day call
- Share a timeline for kickoff and onboarding
- Offer references and testimonials

### Reminder

Brief's 15% referral fee is paid by the agency. You should account for the 15% without going above the client's budget. The fee may not appear as an additional line item.

## Contracts + Payments

If both parties decide to move forward, all contracts and payments are managed through the Brief platform.



Questions? Reach out to us at [connect@brief.com](mailto:connect@brief.com)