

Email Template: How to Request a Relationship Discovery Meeting



Matt Verderamo is a former VP of Precon at a leading exterior subcontractor turned sales strategy consultant who has secured tens of millions of dollars in construction sales.

Additionally, he has built a community of over 8,000 LinkedIn followers where he shares tips for relationship-building and effective communication. [Follow Matt here for more strategies.](#)

What is a relationship discovery meeting?

You just received an invitation to bid or identified a target customer. Before you bid that million dollar contract, you need to figure out if this is a partner who values what you do.

The relationship discovery meeting is a strategy for uncovering practical values to determine if this is someone you want to work with (before you hit the jobsite).

But it's not always easy to get a meeting with a new GC.

This short-and-sweet email template frames the conversation as in their best interest to help you get the information you need.

Email template to discuss the relationship discovery meeting

New Message — ↗ ✕

To Cc Bcc

Subject

Hi {{name}},

Thanks for sending over your ITB.

Before we bid projects, we like to understand how we can do the best possible work for you if we were to win this project.

Can we set up a 30-minute phone call to discuss how we can best partner on this one?

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