

Google Review Request Pack for Small Businesses

A free set of SMS and email review request templates for small businesses that want to increase Google review velocity without sounding awkward or desperate.

Service-business owners, office managers, front-desk teams

GUIDE

A free set of SMS and email review request templates for small businesses that want to increase Google review velocity without sounding awkward or desperate.

WHAT THIS ASSET COVERS

- SMS review request templates
- Email review request templates
- A follow-up reminder variant for businesses that need one extra nudge

USE THIS WHEN

1. Your review count is flat or inconsistent
2. You need a better way to ask after every completed job or visit
3. You want to standardize a review ask across locations or staff

WORKING ASSET

Use this pack when the business wants a cleaner, more repeatable review-request system instead of random asks that depend on memory. The goal is not to blast every customer. The goal is to ask the right customer, in the right window, with the right level of friction.

REQUEST WINDOWS

Best timing depends on the business model:

- Emergency or urgent-response work: ask after the customer feels the problem is truly solved

- Clinics and consult-driven businesses: ask after a clear positive milestone, not after the first touchpoint
- Professional services: ask after a meaningful deliverable or visible win
- Recurring services: ask after a strong visit, renewal, or compliment moment

Do not ask when the experience is still unresolved, ambiguous, or likely to create a mixed review.

AUDIENCE SEGMENTS

Split requests into these lanes:

- Promoters: clearly happy customers who complimented the team or left verbal praise
- Stable positives: good experience, no obvious friction, but no visible enthusiasm
- Watch list: customers who were satisfied enough to close but showed some hesitation
- Do not ask yet: unresolved issue, billing confusion, quality concern, delay frustration, or refund tension

SMS SEQUENCE

FIRST ASK

Thanks again for choosing [Business Name], [First Name]. If we took good care of you, would you mind leaving a quick Google review here? [review link]

GENTLE RESURFACE

Just resurfacing this in case it got buried. If you can spare 30 seconds for a Google review, here is the link again: [review link]

TECHNICIAN- OR TEAM-SPECIFIC VARIANT

We really appreciate you trusting [Business Name] today. If [Technician Name] took good care of you, a quick Google review would mean a lot to our team: [review link]

EMAIL SEQUENCE

SUBJECT OPTIONS

- Quick favor?
- Would you share your experience?
- A small ask from [Business Name]

FIRST EMAIL



Hi [First Name],

Thanks again for trusting [Business Name]. If the experience felt strong, a short Google review would help us more than you know.

[review link]

We appreciate the support.

[Name]

FOLLOW-UP EMAIL

Hi [First Name],

Just checking back once in case this got buried. If you are open to it, here is the direct review link again:

[review link]

Thanks again,

[Name]

ESCALATION LANES

If the customer is positive but busy:

- shorten the ask
- send the direct link
- remove extra explanation

If the customer is mixed:

- route them to a service recovery touchpoint first
- do not ask for a review until the issue is closed

If the customer is high-value and very happy:

- ask quickly and personally
- consider a named-team version rather than a generic company message

FAILURE MODES

Avoid these review-request mistakes:

- asking too early before the result is clear
- sending review asks to unresolved customers
- using the exact same message every time

- making the ask too long or too salesy
- sending multiple reminders without a clear stop rule

OPERATING STANDARD

1. Define who can trigger a request
2. Decide the exact request window by service type
3. Exclude unresolved or risky cases automatically
4. Review response rates weekly by channel
5. Keep the best-performing versions and retire weak ones

OWNER CHECKLIST

Use this checklist before the document gets handed to staff. The goal is to turn Google Review Request Pack into a live operating habit, not a file that sits in a folder.

- Name the single person who owns the workflow this asset touches.
- Pull one week of real evidence before changing anything: missed calls, form timestamps, chat transcripts, text threads, booking records, CRM notes, review requests, and staff handoff messages.
- Mark every request where the customer waited too long, repeated information, received a vague next step, or dropped before booking.
- Decide whether the issue is caused by unclear language, weak ownership, missing automation, poor routing, low trust, or a broken follow-up rhythm.
- Choose one workflow to fix first. Do not try to change phone, chat, forms, CRM, reviews, and reactivation all in the same week.
- Write the current rule in plain language. If the team cannot say the rule clearly, the customer will feel that confusion.
- Decide what good looks like. Use a response-time target, a handoff target, a booking target, or a review-request target.
- Review this asset every Friday until the workflow is stable for four straight weeks.

STAFF MEETING AGENDA

Use this agenda in a 25-minute meeting with the people who answer, route, book, follow up, or manage the customer relationship.

1. Open with the customer moment this asset is meant to improve.
2. Read one recent customer example out loud without blaming anyone on the team.

3. Ask where the current process made the customer's next step slower, less clear, or less trustworthy.
4. Review the checklist and remove any item that does not affect the customer journey.
5. Assign one owner for first response, one owner for booking or follow-up, and one owner for proof capture.
6. Decide which channel gets fixed first: phone, website form, chat, text, social message, CRM task, or review request.
7. Choose one script from this document and use it live for the next seven days.
8. Schedule the next review before the meeting ends.

COPY/PASTE SCRIPTS

Use these scripts as starting points. Replace the wording with the business name, service categories, market, office hours, and escalation rules.

Fast acknowledgement: Thanks for reaching out. I have your request and I am getting the right next step in motion now. I will confirm the details before anything is booked or assigned.

Missing information: I can help with that. To route this correctly, I need the service address or location, the best callback number, what is happening, and how urgent this feels today.

Qualified but not ready: That makes sense. I do not want this to get lost. I will save the details here and follow up at the time that makes the most sense for you.

Follow-up after silence: Just checking back so this does not sit unfinished. Do you still want help with this, or should we close the request for now?

Review request after successful work: Thank you for trusting us with the work. If the experience was smooth, a short Google review helps the next customer feel more confident choosing us.

Internal handoff: New request captured. Customer need, urgency, location, source, and next action are listed below. Please confirm ownership before the opportunity cools off.

INTAKE WORKSHEET

| Field | What to Capture | Why It Matters |

|---|---|---|

| Customer name | Full name and preferred contact method | Prevents duplicate records and weak callbacks |

| Source | Phone, website, chat, referral, Google, social, repeat customer | Shows which demand channels need better routing |

| Urgency | Emergency, soon, flexible, research only | Controls response priority and staff escalation |

| Service need | Plain-language description from the customer | Helps staff avoid forcing the buyer into internal categories too early |

Location	Address, city, service area, or remote context	Confirms fit before the team spends time on the wrong lead
Next step	Book, quote, call back, send info, waitlist, close	Prevents warm demand from sitting without ownership
Owner	Person responsible for the next action	Makes accountability visible
Follow-up date	Specific date and time	Turns intent into a calendar reality

METRIC TRACKER

Metric	Target	Review Rhythm	Owner
First response time	Under 5 minutes for web leads and under 4 rings for calls	Daily	Front-door owner
Qualified next step captured	90 percent or better	Weekly	Intake owner
Booking or follow-up assigned	100 percent	Weekly	Office lead
Missed inquiry recovery	Same day when possible	Weekly	Follow-up owner
Review or proof request sent after successful work	80 percent or better	Weekly	Reputation owner
Unowned open opportunities	Zero by Friday close	Weekly	Owner or manager

DECISION RULES

- If the request is urgent, route it before collecting nice-to-have details.
- If the buyer is comparison shopping, prioritize speed, proof, and a clear next step.
- If the lead is qualified but not ready, assign follow-up instead of letting the record sit open.
- If the customer repeats information twice, the handoff failed.
- If staff are rewriting the same explanation manually, turn the explanation into a script, snippet, or automation.
- If a review request depends on memory, the business does not have a review system yet.
- If the same problem appears across phone, chat, forms, and CRM, the business needs a system fix, not another reminder.

HANDOFF SOP

Use this SOP whenever a request moves from one person, channel, or system to another.

1. Confirm the customer identity and preferred contact method.
2. Summarize the need in one sentence a new team member can understand.
3. Label urgency without exaggerating.
4. Attach the source channel so reporting stays useful.

5. Record what the customer was promised.
6. Assign the next action to a named person or system.
7. Set a follow-up time.
8. Close the loop with the customer when the next action is complete.

A handoff is not complete when the note is written. It is complete when the next owner accepts responsibility and the customer knows what will happen next.

30-DAY ROLLOUT

Week 1: Audit the current workflow. Pull real examples and mark where response, routing, trust, booking, or follow-up breaks down.

Week 2: Test the working language. Use the scripts and worksheet on live customer requests. Keep the test narrow enough that the team can actually follow it.

Week 3: Add measurement. Review first response, qualified next step, booking assignment, follow-up completion, and proof capture. Fix the weakest metric first.

Week 4: Decide what should be systemized. If the workflow now works with manual ownership, keep it as an SOP. If it still depends on memory, install automation or move it into a managed AI Business Operating System.

IMPLEMENTATION NOTES

This asset is meant to be edited. Replace generic wording with the business name, service categories, staff roles, escalation rules, pricing boundaries, service-area rules, and follow-up timing. Keep the parts that make the team faster and remove anything that adds ceremony without improving the customer journey.

The best use of Google Review Request Pack is not to make the business look organized on paper. The best use is to make the next customer easier to answer, easier to qualify, easier to book, easier to follow up with, and easier to turn into visible proof.

DEPLOYMENT NOTES

HOW STRONG TEAMS USE THIS ASSET

- Assign one accountable owner instead of letting "Google Review Request Pack for Small Businesses" become shared but unmanaged work.
- Use it with service-business owners, office managers, front-desk teams in a weekly rhythm so the asset drives decisions rather than sitting in a folder.

- Decide in advance what counts as green, watch, and red performance so the team knows when to escalate.
- Capture learnings directly in the document every week so the asset becomes smarter over time instead of resetting to zero.

HOW TO GET STRONGER OUTPUTS FROM MODERN AI MODELS

- Start with a compact context packet: business type, customer situation, service offered, tone guardrails, and any facts the model must preserve.
- State the deliverable shape up front: channel, word count, required fields, and the exact output format you want back.
- Use variables and clear delimiters so the prompt can be reused safely by staff without rewriting the entire instruction every time.
- Include one strong example when tone and structure matter, then ask for a final answer only rather than hidden reasoning.
- Add a final self-check step for compliance, specificity, and whether the response sounds like it came from a real service professional.

BEST NEXT SEQUENCE

- Your review count is flat or inconsistent
- You need a better way to ask after every completed job or visit
- You want to standardize a review ask across locations or staff

WHAT SEPARATES A SERIOUS RESOURCE FROM A BASIC TEMPLATE

- Clear ownership for every step, not generic advice without accountability.
- Targets, thresholds, or decision rules that tell the team what good looks like.
- Specific working components: SMS review request templates, Email review request templates, A follow-up reminder variant for businesses that need one extra nudge.
- A built-in review cadence so the document becomes part of operations rather than a one-time download.

