



CREATE AN AUTOMATED SALES PROCESS

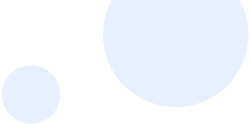
How to Create an Automated Sales Process

Day 2: Unlocking Your Hidden Goldmine - Targeting Your First Prospect
List

Thank you!!!



Nearly \$1900 Dollars Raised!



The surefire way to
grow your business is to get in front of **more prospects**
and **book more appointments.**

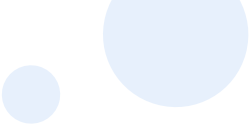
That is the key to getting more clients, making a much greater impact, having more freedom, and making more money.



88% of business owners report that they consistently struggle with cash flow.

What's the difference between them and the 12% who do not have cash flow problems?

The 12% have systems in place to consistently bring in new prospects, appointments and clients.



With a reliable system for generating a steady flow of appointments or opportunities, this doesn't have to happen.

You can get off the cash flow rollercoaster.

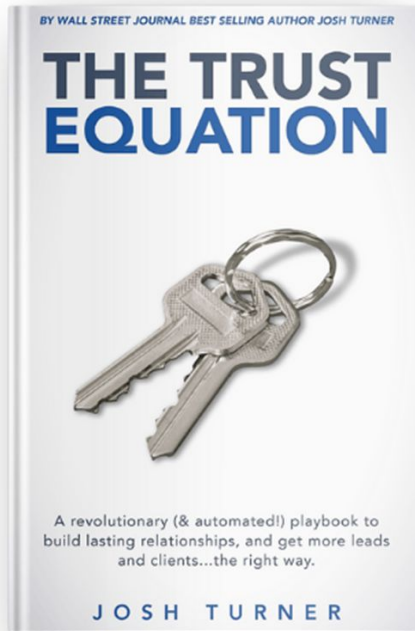
Key Takeaway #1

The most successful businesses are proactive with lead generation.

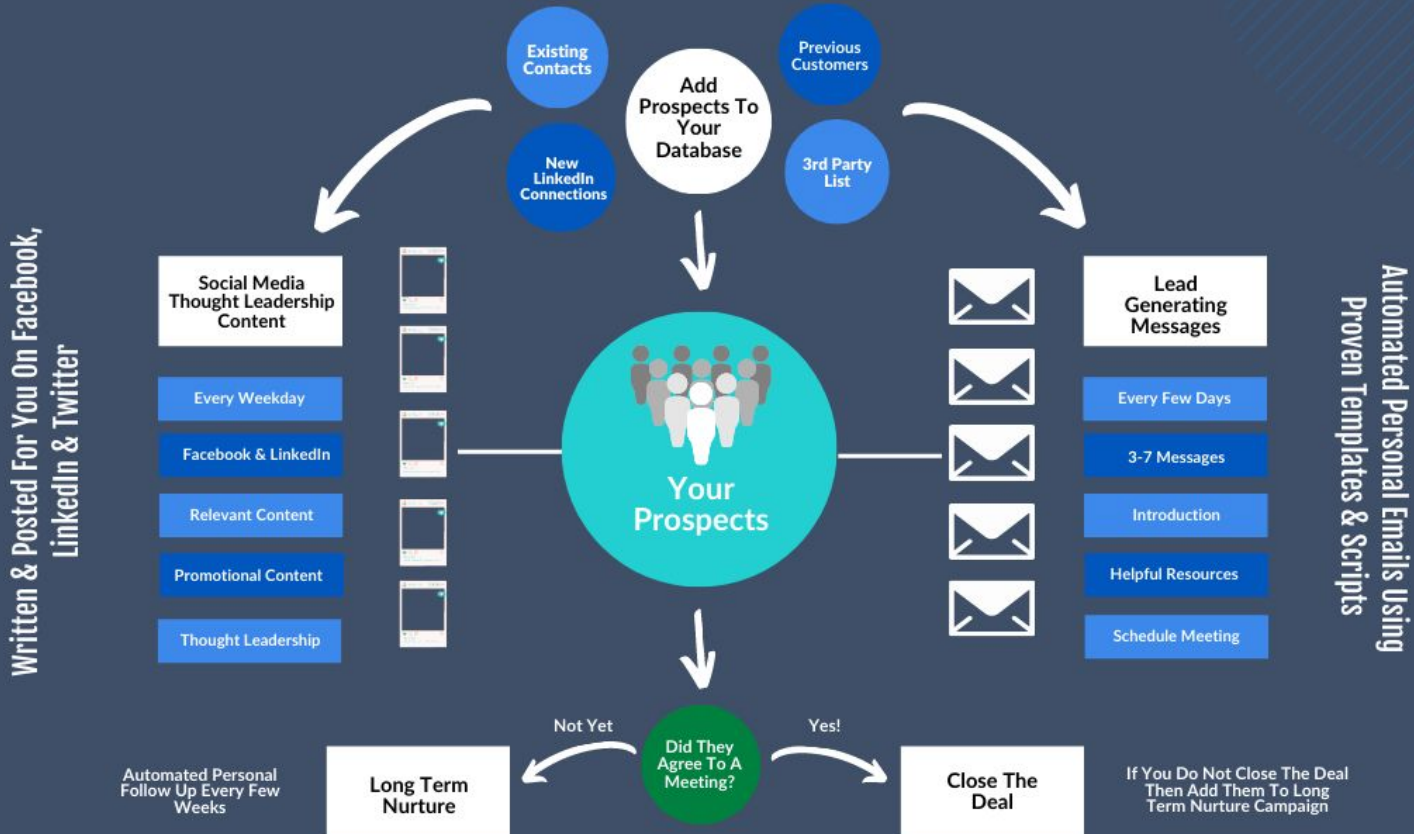
You can't rely on passive marketing, word of mouth, and referrals.

Key Takeaway #2

Trust should be at the center of everything you do.



By implementing this system we've helped clients proactively reach out to prospects and generate billions of dollars in new sales and contracts.

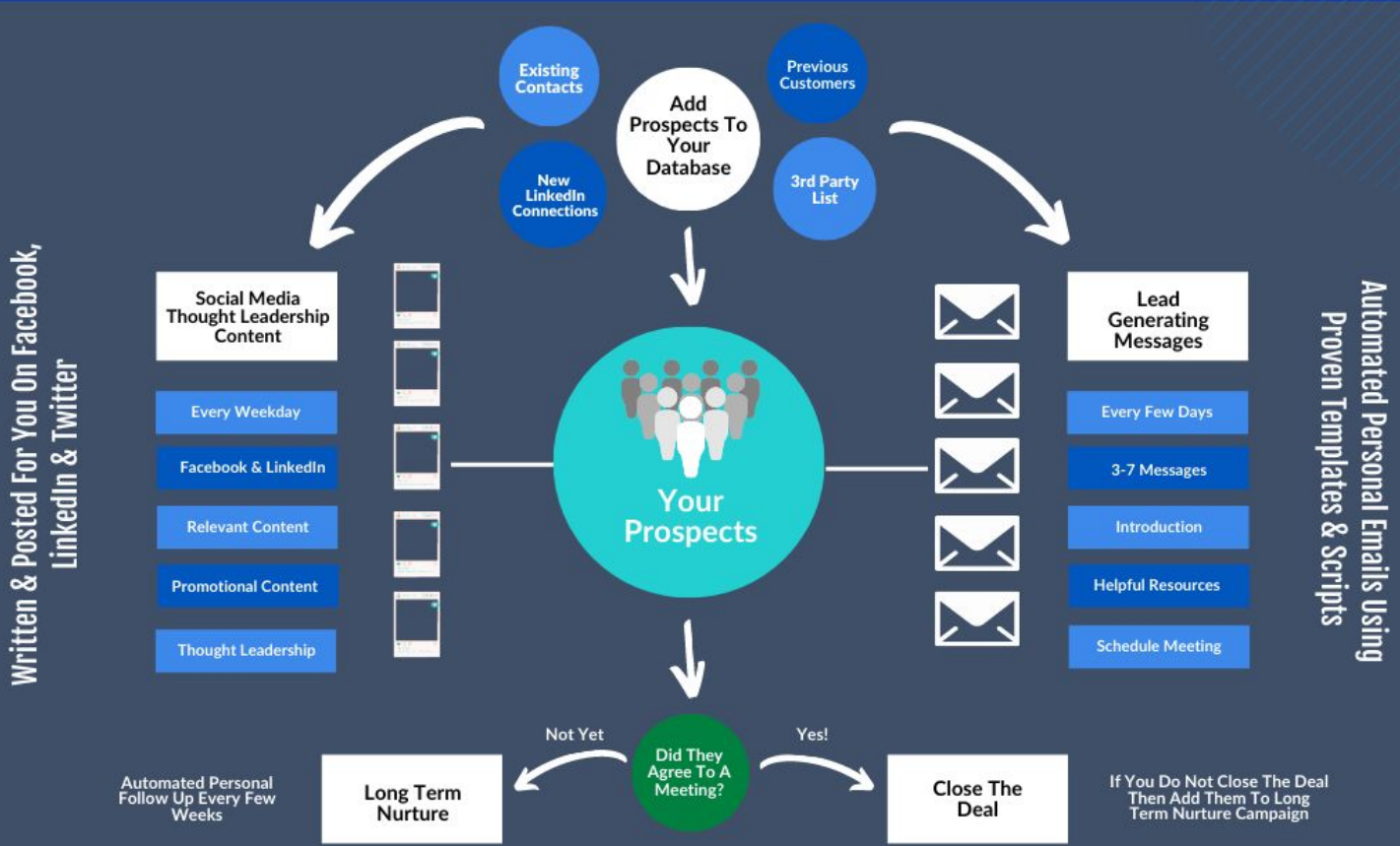


Hope you are doing great! I am writing this message to bring your attention to our services. We are a team of young and experienced Website and mobile app developers with experience of 4+ years working with latest frameworks. If you have any web development and mobile app project, we would certainly be delighted to work on it.

If you are interested in our services, I will be glad to tell you more about it and discuss your case!

Regards,

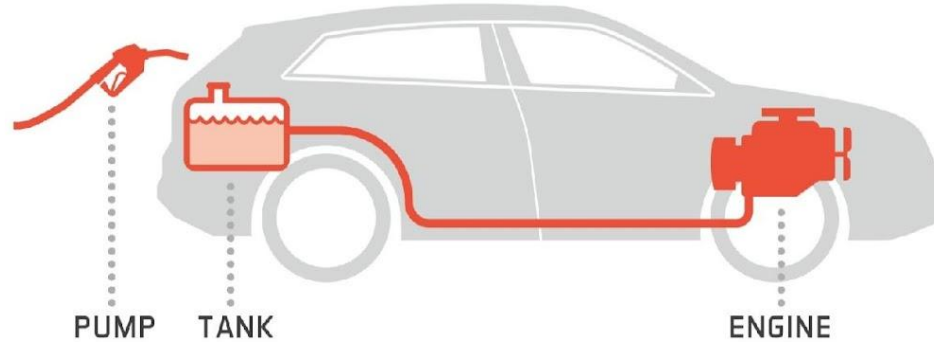




I've taught hundreds of business owners and entrepreneurs how to effectively build sales processes...

What's the #1 thing I've learned?

You need to fill the tank to keep the engine running!



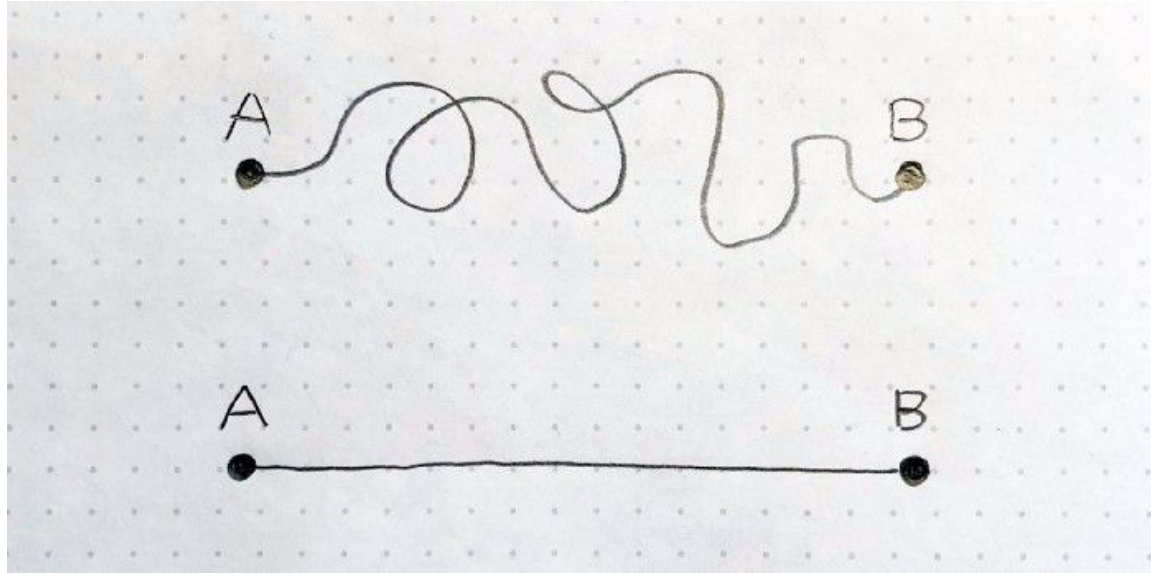


“Since following your systems, I’ve added over 1000 healthcare executives (my niche prospects), lined up speaking gig in May in front of 500 healthcare execs, and have potential client work with a hospital in Toronto, and accounting department at a Toronto university.

- Michael Levitt, Owner of Breakfast Leadership

How can you do that efficiently?

Keep It Simple



“Simplicity is the ultimate sophistication.”

~ Leonardo Da Vinci

Prospect > Lead > Client



“The business schools reward difficult complex behavior more than simple behavior, but simple behavior is more effective.”

Warren Buffett
Chairman & CEO,
Berkshire Hathaway

A hand-drawn treasure map of an island. The map features a compass rose in the top right corner with 'N', 'S', 'E', and 'W' labels. A skull and crossbones is located on the right side of the island, with a dotted line leading to a treasure chest. The island is divided into several regions with different terrain: a forest of trees on the left, a mountain range in the center, a body of water in the middle, and another forest on the right. A small boat is visible in the bottom right corner of the map.

The Prospecting Treasure Map

1. The Hidden Goldmine **

2. 3rd Party Databases

3. Social Prospecting

Today is about finding your initial
test group to build your system
around.

“I followed the advice you gave during the training week, I sent an email to my contacts that were “dormant” from the past couple years and **the results were 4 customers contacting me again just this week.**

I've now got some checking our apartments and houses, both are very interested in buying.”

- Diego Cruz, Real Estate



“We used to attend tradeshow and networking events, but did not have a process for efficiently reaching out to the contacts we made there and converting them to leads or clients. We had stacks of business cards as a big to-do list of people to reach out to.

We then started using this system to reach out to those contacts, instantly taking care of a whole stack of cards, and found excellent open rates and conversion.

Since then, we have reached out to cold prospects using the same sequence of emails, and have found more conversion and interest.

This allows us to focus on customizing the message and the prospecting, and takes care of the nitty-gritty time-sucking tasks for us. This system allows you to spend your time where its most valuable.

- Mary Ann Collishaw, Apps Canada



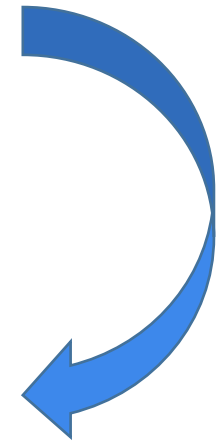
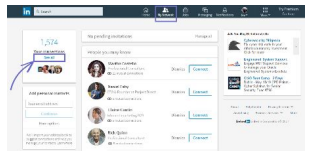
“Before a recent conference I sent out a campaign to 950 prospects that were going to be in attendance.

Using Josh’s process to deliver that message *I generated over 200 responses, set-up over 60 appointments and landed 2 clients immediately - before the conference even started.*”

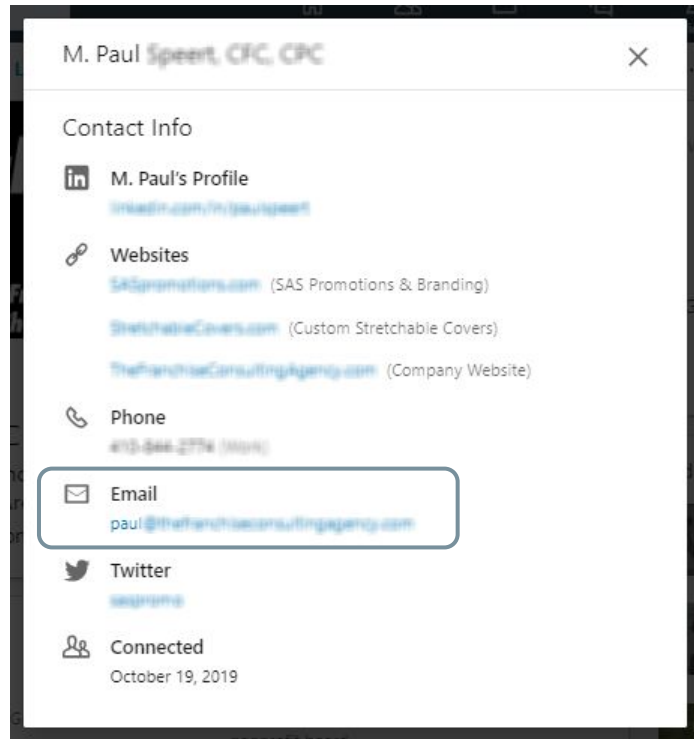
- Chris Drashner, The Remedy Group



The Hidden Goldmine

A screenshot of a spreadsheet application showing a table of financial data. The table has columns for ID, Name, Amount, Date, Status, and Location. The data is organized into rows, with some rows highlighted in green and others in red. The spreadsheet is titled 'Filtered Data' and has a search bar at the top.

The Hidden Goldmine



3rd Party Databases





“The system has allowed me to build a sequence of campaigns that educate like-minded people to take action.

I started with zero and I have about 20 new customers and 4 recommendations on partnering since beginning a few months ago.

The system has become a significant marketing arm of my organization, like a member of my staff.”

- Diane Wells, Supply Justice

Social Prospecting



6,017

Total results

216

Changed jobs in past 90 days

2

Mentioned in the news in past 30 days

678

Posted on LinkedIn in past 30 days

1,385

Share experience

4

Select all

 Save to list

 Tag




Linda Aldred 2nd

Senior Vice President and Chief Human Resources Officer at Texas Children's Hospital

14 years 10 months in role | 24 years 10 months in company
Houston, Texas Area

Past role

Vice President, Human Resources at Texas Children's Hospital (2002 - 2005)

Show more 



21 shared connections

Save

...

 Add tag



Catherine Shutts 2nd

Senior Vice President - Director of Human Resources (Corp) at Prosperity Bank

1 year 3 months in role and company
Houston, Texas Area

Past role

HR Director - Employee Relations, Benefits and Compensation at BakerRipley (2016 - 2018)

Show more 

Save

...

 Add tag

Keywords

Enter keywords ...

Filters

Clear (3)

Past Lead and Account Activity +

Geography +

Relationship +

Company +

Industry

Included:

Marketing and Advertising X

Company headcount

201-500 X

501-1000 X

+

Seniority level

+

10,374

Total results

958

Changed jobs in past 90 days

49

Mentioned in the news in past 30 days

2,933

Posted on LinkedIn in past 30 days

3,579

Share experience with you

Select all

Save to list

Tag



David Sendroff 2nd

Founder of Forensiq by Impact at Impact

3 years 10 months in role and company
New York, New York, United States

Past role

Founder & CEO at Forensiq (2010 - 2016)



51 shared connections

Save

...

Add tag



Walt Koval 2nd

Co-Founder / President at ClubCard, LLC

10 years 3 months in role and company
Philadelphia, Pennsylvania, United States



106 shared connections

Save

...

Add tag



Stefan Thomas 2nd

Founder at The Networking Retreat

Save

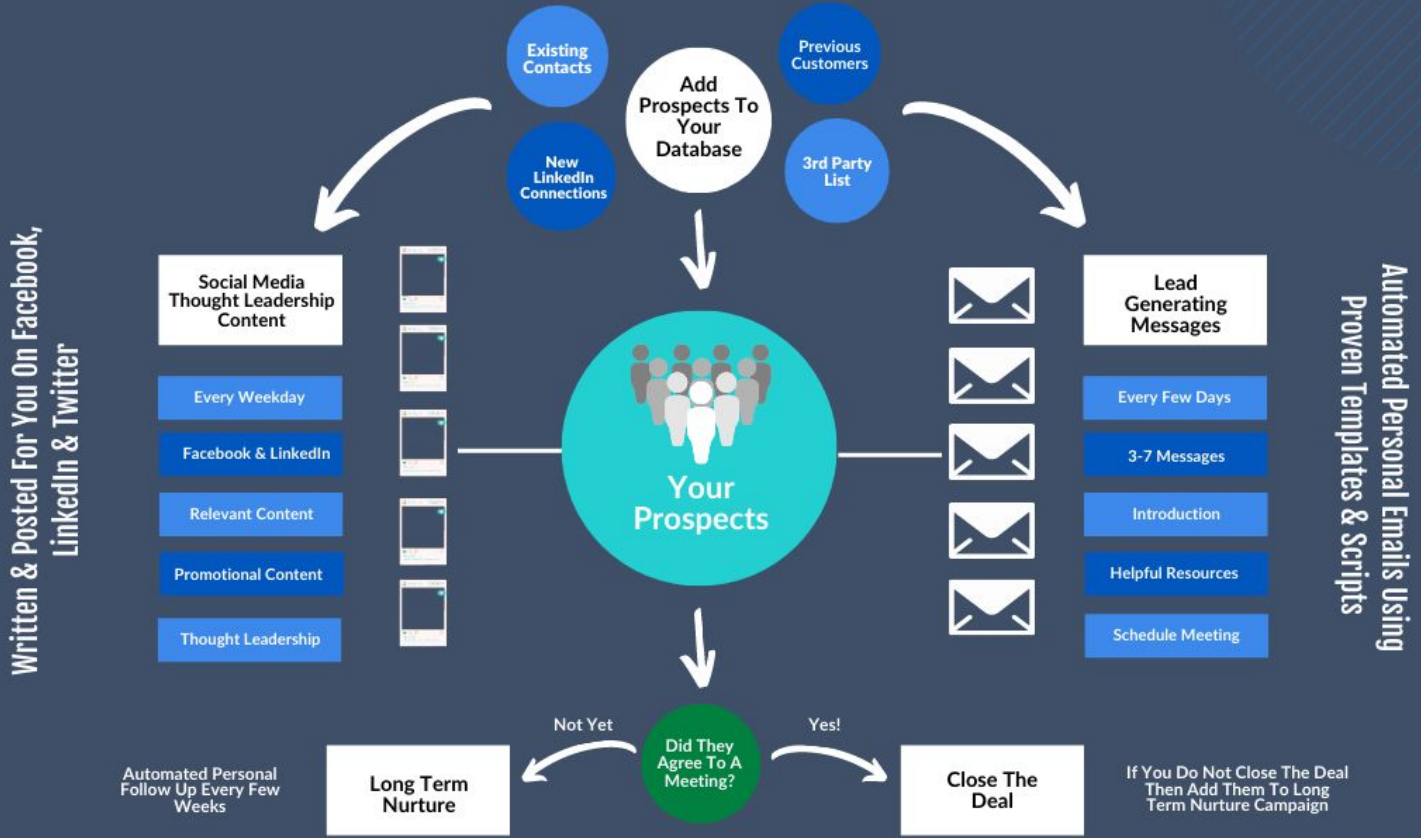
...



“My ***revenue doubled*** after working with Josh and the team. And ***it’s continued to double every year I’ve stuck with them.***”

I went from 100 clients to 212+ clients in just that first year. If you’re a small business and need clients, you’ve got to have a system like this in place.


- Mike Mertz, Mertz-International Limited




linkedin.com/in/scott-ballard-a3250422/detail/recent-activity/shares/


Search Home My Network Jobs Messaging

emotional intelligence has become more important than ever before. with the impacts of the pandemic, leaders at the top and managers need to adapt their styles to include this important aspect. ...see more



Scott Ballard 
 Coach/Speaker/Author, Confidence Coach - By asking deep questions, we help biz owners, entrepreneurs, CEO's and leaders create insight, breakthroughs and transformation to take their business/life to the next level.

owns 8,516
 fts 2



Emotional Intelligence Can Protect Your Workforce And Grow Your Organization
 forbes.com • 3 min read

163 • 7 comments

Like Comment Share Send

21,441 views of your post in the feed

“I just wanted to share with you how many people have viewed this post you guys did for us. It seems to still be growing. Great job!!

The most we've ever had with how we used to approach social media was 500 views and this is over 21,000 right now. Needless to say our expectation has gone through the roof! Well done.”



Mike Hansen

2m · 🌐



WIN! I have to share this with the group...

This week my first Emphatic posts began on LinkedIn with posts getting in between 70-187 views, wow! Then Monday afternoon, the very first day of Emphatic posts, a connection from nearly two years ago hit me up and asked me to call him.

We spoke at length yesterday, totally connected right off the bat, and he's potentially a whale of a client! I'm thinking easily 5k-10k/mo plus commissions for closed deals. YES, a piece of the pie!

DISCLAIMER - I'm doing more than just B2B Lead Gen, so services will also include website design & development, SEO, paid marketing, CRM automation, etc.

BUT the B2B lead gen using LinkedIn & Email (*the one-two knockout punch special*) will be the area where I can potentially make big commissions on closed deals. Annual revenue should easily be 6 figures gross profit.

A big THANK YOU to everyone at 20MMA and also the Emphatic team! I'm not even fully up and running yet, imagine once this gains momentum 😊

PS - I will keep you all posted when this new client comes aboard, giddy up!

[View insights](#)

0 post reach >

HW:

1. *Find your sample prospects to build your campaign around. (Aim for 5-10)*
 - a. *For now...no more than 20.*

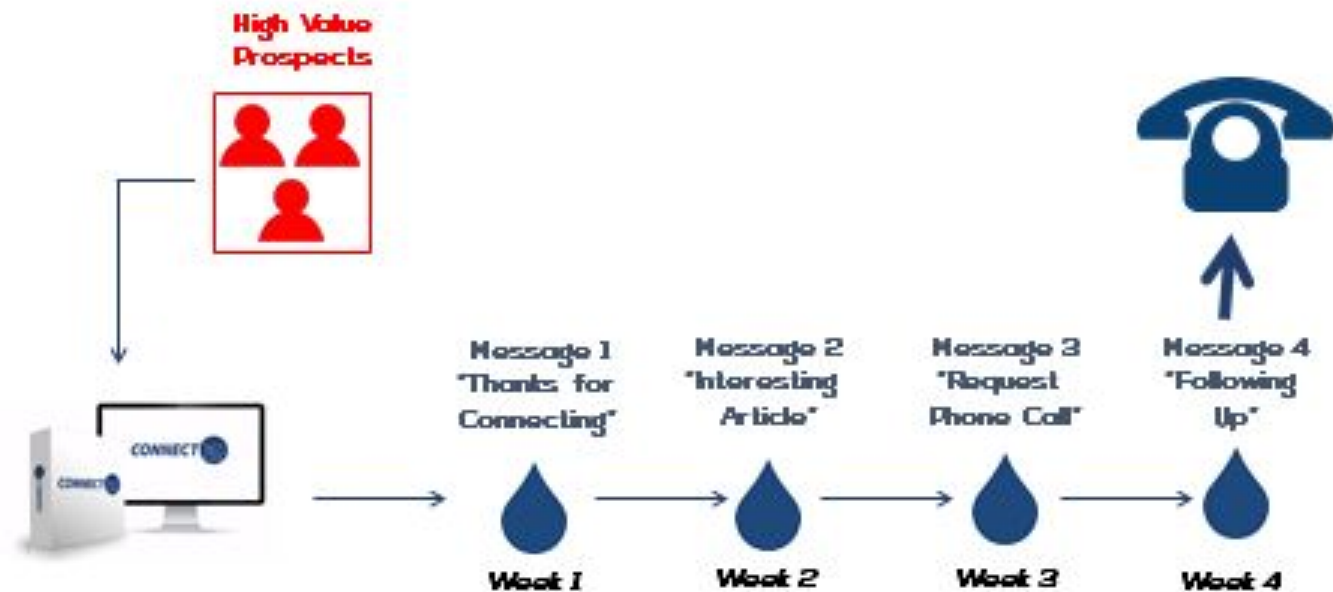
Tomorrow's Session:

Access our leading outreach templates to convert more prospects into leads and appointments...

Get a hand-held tour of how to build out your first personal email automation sequence with Connect 365...

Prep your campaign so you are ready to launch next week!

Personal Messaging Campaign



The best part: The system is repeatable and reliable.

Your LinkedIn profile had me thinking



Josh [redacted]

to [redacted]

10:50 AM (1 minute ago)



Hi Sheila,

We've been connected for a bit and your name popped up on my LinkedIn feed the other day and I thought I might reach out after looking over your profile.

I'm thinking of launching an informal mastermind of IT/Consulting Business Owners, maybe 5 or 6 of us...we just do it on Zoom.

No charge or anything like that. Everybody shares something that's working right now in their business for revenue growth. 90 minutes total maybe, and hopefully we all pick up some things from each other that can help us moving forward.

It's the kind of thing I want to do more of, but I don't want to travel more than I already am, or commit to any big long term thing. So I figured, why not do this informally with some folks in the industry I'm already connected with.

If you're interested, let me know and I'll put you on the list. Hoping to get it scheduled in the next few weeks.

Count you in?

Thanks,

Josh





TURNKEY LEAD GENERATOR

BY CONNECT 365

A Fully Done-with-You System to Build an Automated Lead Generation Campaign...Start-to-Finish!

What's included:

The Lead Generator System: (4 modules of Online Lead Generation and Sales training - videos, workbooks, scripts, templates) -

\$3000 value

Hand-Delivered Prospect List Every Month – 100-200 per month (\$1497 value)

Automated Posting to your Social Media Accounts (\$500 annual)

Done-for-You Custom Written Posts per month –30/month (\$3000)

Personal Email Campaigns Automated with Connect 365 (\$2,400 annually)

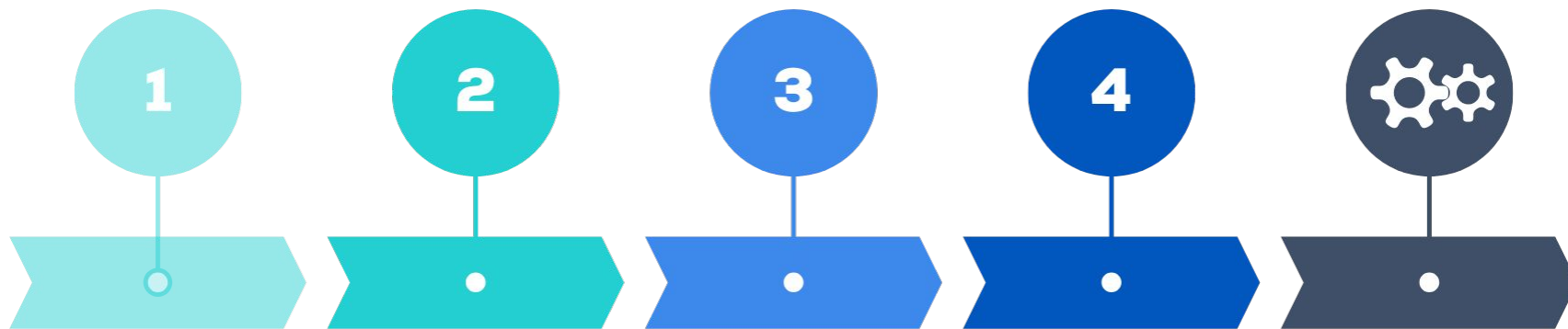
1-on-1 Campaign Coach – who will help you set up, manage and gameplan your entire system (\$5000 value)

Powered
by **CONNECT** 



BUILDING THE SYSTEM

Our 4-Step Coaching Process



Strategy
**Campaign
Blueprint**

Strategy
**Social Media
Content Planning**

Done-With-You
**Campaign Build
& Launch**

Analysis & Optimization
**Ongoing Check-In
& Review Calls**

Celebrate!
**Your System Is
on Autopilot!**

So how can you get started?...



If all that sounds good to you, then I'm excited to personally invite you to join us in

The Lead Generator Turnkey!

...Space is limited!

Connect365.io/Turnkey



TURNKEY LEAD GENERATOR

BY CONNECT 365

Finally, a proactive system to generate leads
AND clients on autopilot!

What's included:

The Lead Generator System: (4 modules of Online Lead Generation and Sales training - videos, workbooks, scripts, templates) - \$3000 value

Hand-Delivered Prospect List Every Month – 100-200 per month (\$1497 value)

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Personal Email Campaigns Automated with Connect 365 (\$2,400 annually)

1-on-1 Campaign Coach - who will help you set up, manage and gameplan your entire system (\$5000 value)

Fast-Movers: Outbound **Sales Mastery Mastermind** (Value: \$5,000)

TOTAL VALUE:

\$20,397+

Powered
by **CONNECT** 

\$997

**for 3-Months
Access!**

Get Started Today At:

Connect365.io/Turnkey

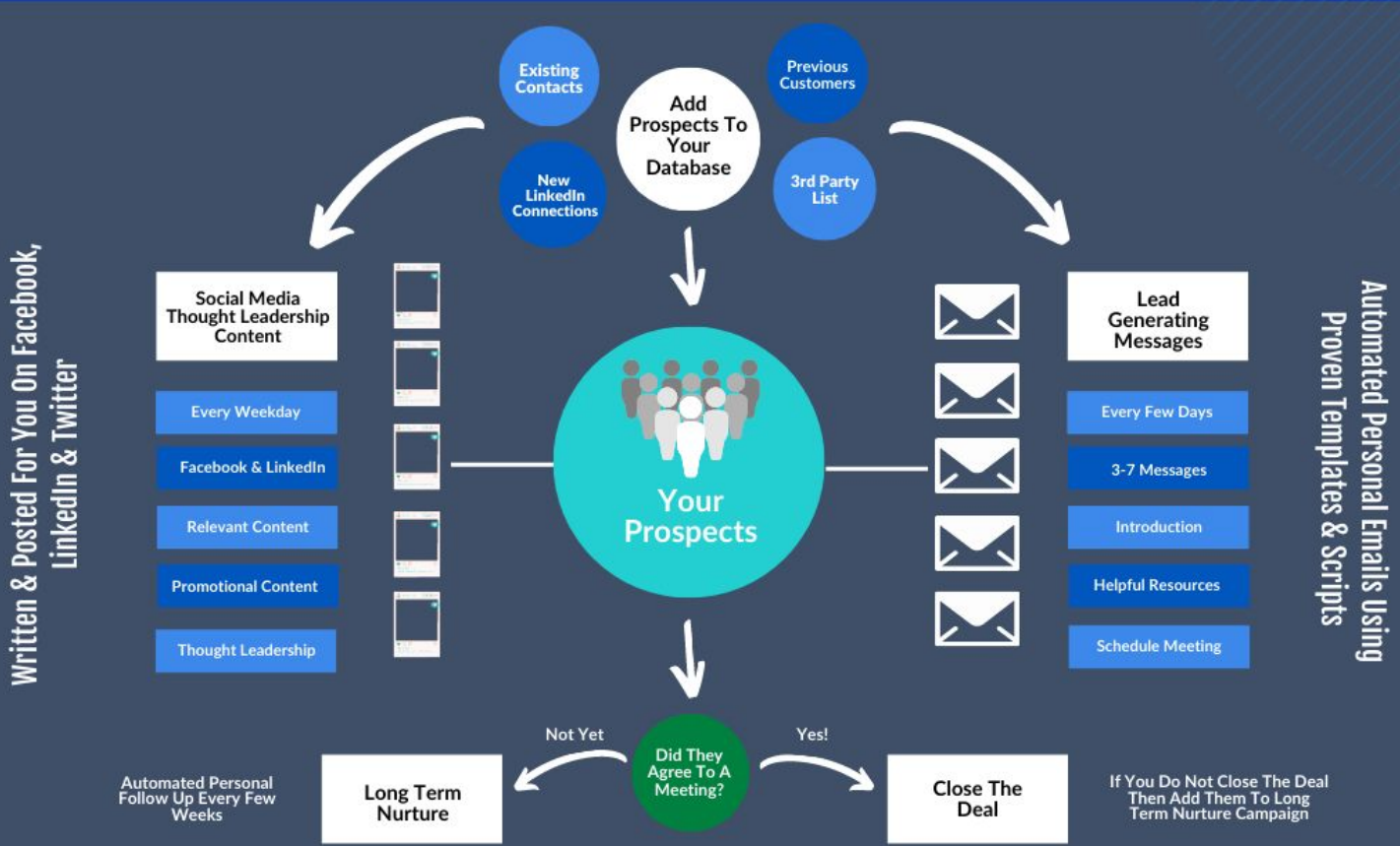
Get Started at...

Connect365.io/Turnkey

Then just:

**Just \$166 a month after
that!!!**

To keep your email campaigns and social media content going.



Questions???