

LINKEDIN/SOCIAL MEDIA SYSTEM

Step 1 – connect

Step 2 – send a PRIVATE message Thanking for the connection when they approve. Include in the private message Praise something about their Profile you liked.

Step 3 – Endorse them on their Linkedin Profile page....

Step 4 –When they respond engage in more communication – start with what they do (be genuinely interested in their responses). As you go back and forth eventually ask them what is it that they like most about what they do....

Step 5 – When you have built enough rapport and you feel it is the right time - Use one of my Prospect Benefit statements that By Passes the Sales Filter. For example the following is Business and Money statement –

– “John, I wonder if you can help me, I have been so impressed with you, I don’t know if this is for you. I am involved with an 18 year old Proven ecommerce company that was recognized by Fortune Magazine in 2016 & 17 as the fastest growing publicly traded company in the world. I personally got excited when I found out their unique business model have helped many business owners like yourself to double their income in a year or 2 without changing their lifestyles and lower their taxes. I am personally looking to expand my business in (their country or state or city) again I don’t know if this is for you, let me know if you would like more info”

Step 5 – if they say no then ask if they know anybody in their area that are entrepreneurs that want to double their income, without changing their lifestyle and lower their taxes.

If yes the goal now is to sell the appointment to talk to them.

**Watch Joe Garcia’s contacting and inviting training on
www.Steamteam.ca 1st 90 days section and enroll 50 + people webinar on the home page...**

