



INSIDE SALES



HIT YOUR REVENUE GOAL



Imagine...

Turn Up & Down

YOUR BUSINESS

ON TAP



SALES = CLOSING



CLOSING = GETTING PAID



Your 120 Day Goal

let's back into it

What is your REVENUE Goal?

The NUMBER OF SALES do you need?

Do you know how much TRAFFIC?

Do you know how many PRESENTATIONS?

Do you know how many SALES APPOINTMENTS?



Your SALES Conversion

- How many **SALES MEETINGS** did you have last 3 months?
- How many became **PAID CASH CLIENTS**?



What is your CLOSING RATIO?

=

Number of Sales

—

Number of Sales Meetings



What are your current CONVERSIONS?



LiveOutLoud

VISABILITY



have
in common?

WHAT SALES ACTIVITY WILL HIT YOUR KPIS?

SALES
PRESENTATIONS

WEBSITE
TRAFFIC

SALES
CONSULTATIONS

The 3 SURE FIRE Sales Converters:

- “Client Attraction” Message & Conversation
- Your AUTHORITY to Systematically Close for You
- SALES METRICS: How to Quickly Identify What Needs Improvement



Your Most Important YES

- **Message & Copy:** Quick Catch the first YES
- **Presentation:** First 5 Minutes
- **Phone:** Last 10 minutes
- **Video:** First 3 Seconds



Why aren't you hearing

YES



**“Advertising people who ignore research
are as dangerous as
generals who ignore decodes of enemy signals.”**



Point of Failure No. 1 WHAT IS WRITTEN

This is the Most Important Part of the
Sales Process



IS YOUR MESSAGE WORKING?

- Are NEW LEADS coming easily?
- Are SALES CONVERTING easily?
- Can SOMEONE ELSE sell this for you?
- Can you deliver on VIDEO or REPORT or PRESENTATION and get sales?

is



JUST ONE THING

JUST ONE CONVERSION

LiveOutLoud

VISABILITY





DO NOT
skip this!



EVENT BEFORE

DATE: SPEAKERS: SESSIONS: WHAT TO EXPECT: BOOK NOW

REAL ESTATE INVESTING FAST-TRACK WEEKEND
STEVEN MCINAF, MARSHENNE KIMBLE, JOE KONTAL, BOBILYN CAMERON FISHER & STEPHEN MCDONALD

UP & COMING INVITATION
Live 2 Day Property Investing Workshop
2nd & 3rd December 2017


Next Event In
000 : 00 : 00 : 00
Day : Hrs : Min : Sec

investors prime
real estate

COMPLIMENTARY TICKET
Valued at **\$316.95**
+ **FREE BOOK**
Hurry... Limited To 40 Places
Click Here
To Reserve Your Seat Now!

Melbourne Live 2 Day Event: 28th & 29th October 2017
REAL ESTATE INVESTING FAST-TRACK WEEKEND

OUR PAST ATTENDEES RAVED ABOUT THIS EVENT... READ WHAT THEY HAVE TO SAY

 My name is Mick. I'm from Essex. It's a very informative weekend, has sort of opened up a whole different mindset for me, my wife, my kids for financial freedom for the future.
I think anyone who wants to get serious about a better lifestyle maybe not for themselves but for their kids, should definitely...

Cold Traffic Challenges

- Spent more than **\$5000** - 2 Registrations - 2 weeks!
- Needed to Grow beyond their list!
- 80%+ of People were **NOT IDEAL CLIENTS**
- **COST \$25000+** for this weekend!



How is Your Message CONVERTING?

- LinkedIn Profile
- Website
- Advertising Campaigns



- More than 10 years in Business.
- Low Revenue, Low Take Up,
- Lots of Stock!
- Paid Marketing was not working.
- Direct Sale, eCommerce Store

LINKED IN



- Bio-CV Style Experience Copy
- Sending Connection Requests - but getting sales
- Standard LinkedIn Connection Request
- Cold Calling!

Seems Useless!



- **Don't get business**
- **Make a bunch of connections**
- **Not Making Money**
- **No one connecting**



Point of Failure No. 2 Sales Conversation

- **CONSISTENT** Annual Growth
- **PROFITABLE**
- **LEVERAGE** online and/or with people



GOOD NEWS

This is just a System

FIRST CALL

- Closing **Less than 60% of Hot Leads**
- No Scripts to Follow
- **Cash Flow Problems**
- **Less than 10% Commit to Yes Next Step**
- No Follow Up





TWO MEN AND A TRUCK

YOUR COMPLETE MOVING PROFESSIONALS



Leaving MILLIONS on the Table

Sales Consultation

- Not Consistent - Unpredictable Sales
- So goes up and down
- **Can't Scale - Stable Growth**
- **Lots of Conversations - not a lot of Cash!**



Check YOUR RESULTS from last 3 months:

Number of NEW Leads?

Number of NEW SALES?

Number of SALES from PRESENTATIONS?

Number of SALES from NEW LEADS?

Number of SALES from SALES APPOINTMENTS?



**This Sales
Consultation
done properly is YOUR
FINANCIAL FREEDOM**



CONSISTENCY

GROWTH

SALES PEOPLE



This is the INSIDE SALES System



**“Advertising people who ignore research
are as dangerous as
generals who ignore decodes of enemy signals.”**



Is your Sales Conversation a problem?



Point of Failure No. 3 AUTHORITY

IS this Happening for YOU?

- 3-6 month closing cycles
- Price Discounting
- Reliant on referrals
- Revenue Plateau
- Low closing ratios = Less Than 20%

Not Closing after meeting

NOTHING
“SMUSHING”
In Between

- **Proposal - never hear from them again**
- **Sales Appointments - don't get Paid**
- **Not Making Money**



- Leaving MILLIONS on the Table
- Losing 10-20% of Attendees
- Better ROI on Leads (and advertising)
- Igniting SALES in LESS than 30 Days

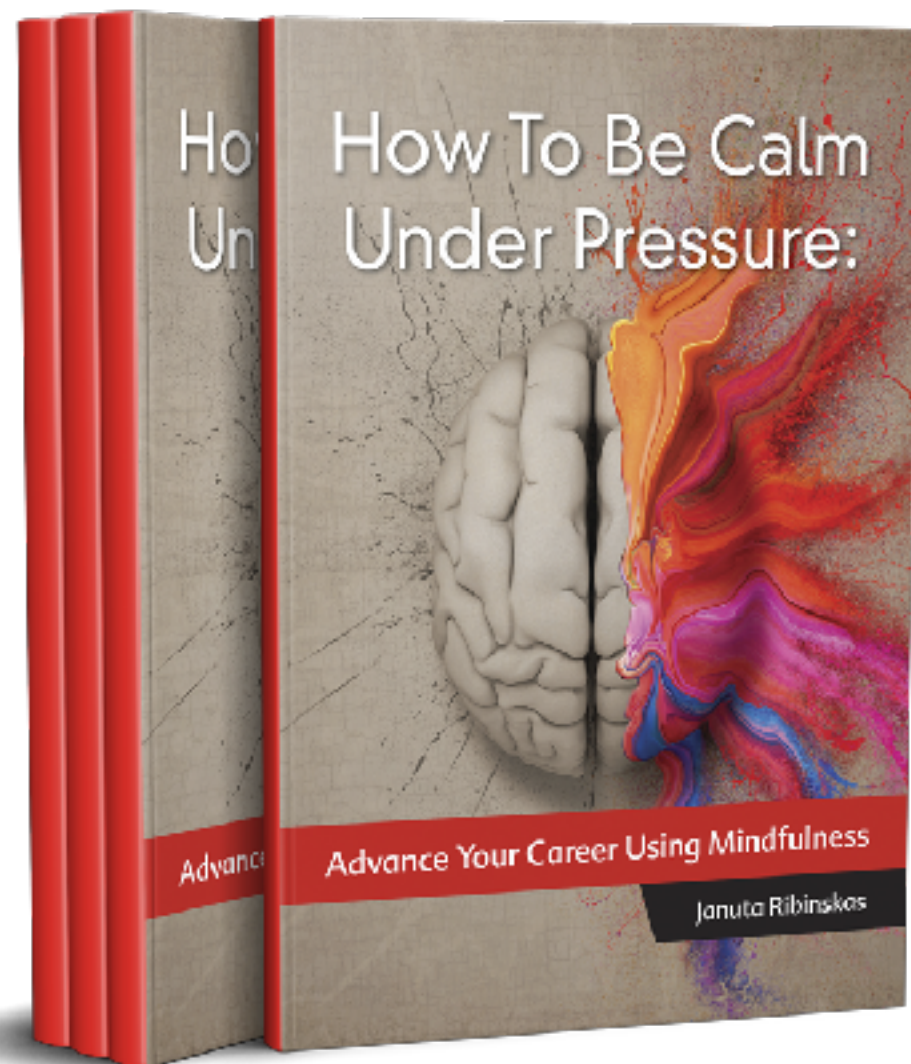




IS Your AUTHORITY a problem?

- People aren't taking you seriously.
- They can't find anything worth reading about you.
- Nothing on Google, No Testimonials, No Social Proof.
- No Proof between the First Visit and the Close.

How to get your COLD PROSPECTS to BUY FAST?




STEP 1: EDUCATE

- ✓ Video
- ✓ Book
- ✓ Presentation

EVENT AFTER

DATE: 20/11/2017 SPEAKERS: 5 SESSIONS: 3 WHAT TO EXPECT: A LOT NOW




REAL ESTATE INVESTING FAST-TRACK WEEKEND

STEVEN MCNAB, MARLENE ANGELIQUE, KAMAR DOBILAK, CAMERON FISHER & STEPHEN MCCLATCHIE

WE'VE GOT AN INVITATION
Live 2 Day Property Investing Workshop
2nd & 3rd December 2017

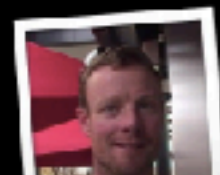
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www.carriemyton.com

THE MELBOURNE PROPERTY MILLIONAIRE SUPER-SUMMIT

The 6 Reasons Why Melbourne Property Is Headed For the - "The Mother Of All Booms"



*It's not the Mother Of All Bombs.
It's The Mother Of All BOOMS*
And it's happening right here in your own backyard. Read on and discover why Melbourne property is the best investment of a lifetime

If you're in Melbourne and you want to create incredible wealth, and do it safely and quickly then this is the most important message you will ever read.

You don't have to invest in Brisbane ... Darwin or even regional towns to become wealthy.

In fact, you'd be crazy if you did.

The best returns by far in Australia are found in Melbourne - your own backyard.



On the 11th and 12th of November you can join 5 of Australia's most experienced property experts as they reveal exactly how you can create enormous profits from Melbourne's booming property market.



[CLICK HERE TO RESERVE YOUR SPOT](#)

Dear friend and frustrated employee,

I have a simple question for you ...

Do you like working?

Odds are the answer is no. And frankly I don't blame you.

Long and stressful hours, terrible pay with no chance of a raise any time soon, and after a daily commute which is slowly sucking the life out of you.

Wasn't life meant to be fun?

What happened to spending more time with your family, travelling and looking after your health instead of running around between work, the shops and home?

If you're one of the millions of Australians who sees your hopes of a retiring early, travelling or simply spending time with your family slipping away then take heart ...

... because you can simply take advantage of ...

**The Mother Of All Booms
Right Here in Melbourne**

I have been sitting on some exciting research, and now all the pieces are in place figures are in I'm finally ready to share it with you.

What is it?

It's absolute proof that Melbourne is sitting on the verge of a massive property boom which will provide high returns, stability and wealth for years to come. And it's going to make a lot of smart investors very wealthy.

If you think the Melbourne has had its day then think again. What we've seen is only the start of a decade long property explosion.

Once you know what's going on in **your own backyard** you'll see why.

LEAN Consultant AFTER



- Offered **\$60,000 Contract within 4 days** off LinkedIn Campaign
- **Sales Meetings with Big 4 Manufactures** - in span of 6 weeks
- **PLUS Sales Presentation** on back of the whole campaign



STRONG AUTHORITY allows you to...

- Increase Your Prices
- Spend Less Time Selling
- Get Paid Faster (**Sales Appointments Faster!**)
- Have More Leverage
- Get Sales People to Help You



- Very Targeted Message focused just on Sleep
- Went to their Exact Target Demographic
- 445 Opt Ins from 1000 Visits
- **THOUSANDS in NEW SALES in 3 weeks**
- \$100-\$200 Per Person Sale



How to get your NEW LEAD to BUY FAST?

STEP 2: GIVE VALUE



- ✓ on a Sales Call
- ✓ in a Sales Environment
- ✓ or Special Offer

This is VERY SCRIPTED





**TWO MEN
AND A TRUCK**

YOUR COMPLETE MOVING PROFESSIONALS



DOUBLED REVENUE
with the **RIGHT SCRIPTS**



How to get your NEW LEAD to BUY FAST?

Step 3: PROVE YOURSELF

- ✓ Share Testimonials publicly
- ✓ Have a brochure that explains WHY You





How to get your NEW LEAD to BUY FAST?



Step 4: Follow Up

- ✓ Set a Closing Call Date
- ✓ Follow Up until you get a Yes



Found another 2%
on THEIR EBIT



Can You
See Why You Need
to know Your
NUMBERS?



**“Advertising people who ignore research
are as dangerous as
generals who ignore decodes of enemy signals.”**



Let's Check

Where are you falling?

- **Client Attraction Message**
- **Sales Conversation**
- **Authority**
- **Sales Process**
- **Closing Ratio**



Last 3 Months

What was your **REVENUE**?

What are your **NUMBER OF SALES**?

How much **TRAFFIC/VISITS** have you had?

How many **LEADS** did you get?

How many **PRESENTATIONS** have you done?

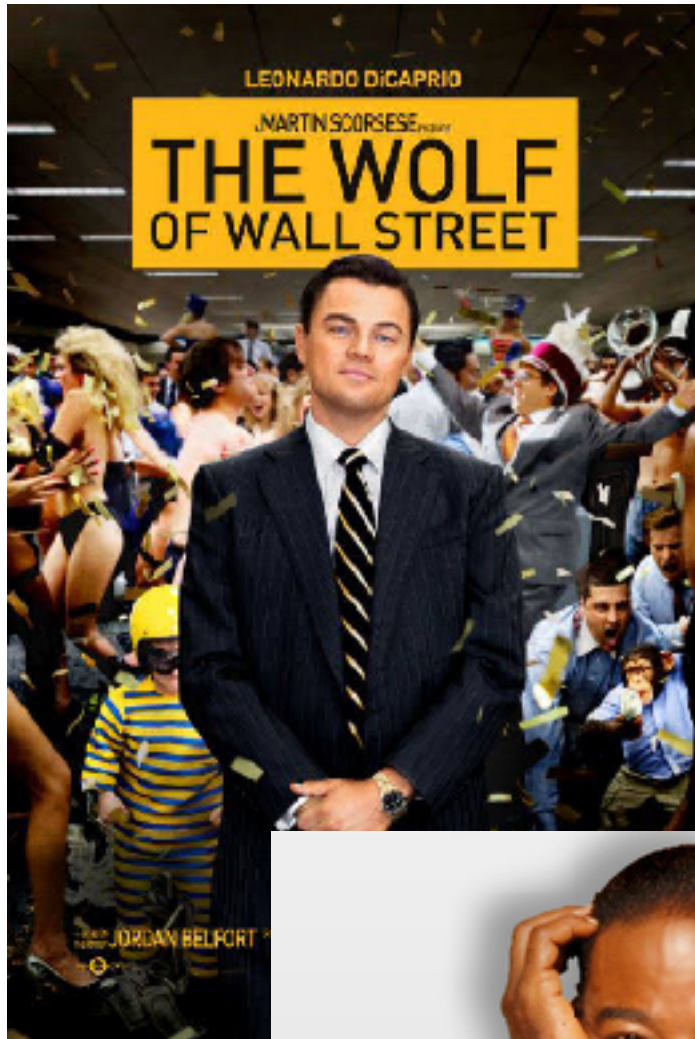
How many **SALES APPOINTMENTS** have you done?



Would you
like to
FIX IT?



What's the
ONE THING
these guys are doing
different to you?





INSIDE SALES

SYSTEM

FOCUS ON ONE THING

SALES
PRESENTATIONS

WEB
TRAFFIC

SALES
CONSULTATIONS

GET MORE SALES



The System

**Copywriting
101**

**Sales
Consultations**

**FAST
Sales**

**Sales
Presentations**

make sure everything converts!

YOUR INVITATION to get the



INSIDE SALES

SYSTEM



TOGETHER, We will...

- ★ WRITE Your **Copy**
- ★ WRITE & IMPROVE Your Sales Consultation
- ★ Get Your **Web pages Converting**
- ★ Get Your **LinkedIn Converting**
- ★ Get Your **Emails Converting**
- ★ Build **Conversations that Sell!**



**Advertising Costs:
\$2,000+ per month**

OR

The next 12 months of your time!



Use The Proven **CLIENT ATTRACTION**

- **Copywriting 101**
 - ➔ Authority Profile
 - ➔ Social Proof: Case Studies and Testimonials
 - ➔ Website Copy
 - ➔ LinkedIn Profile Copy
 - ➔ LinkedIn Connect Copy

WITHOUT INSIDE SALES...

**Get 3 months in and
think...**

**LinkedIn,
Prospects, Process
aren't working**





How important is
YOUR REVENUE GOAL
to you?



**Your Copy,
Sales Consultation,
Sales Connection
are SO IMPORTANT**



You could do all this...

Copywriting
101

Sales
Consultations

FAST
Sales

Sales
Presentations

then NOT FINISH THE PROCESS



You could do all this...

Copywriting
101

Sales
Consultations

FAST
Sales

Sales
Presentations

and LOSE THE SALE!



So what's the value to you to get your products,
services and
YOU CONVERTING to hundreds of thousands of
people?

Plus the time and \$\$\$ savings?

\$10,000
\$100,000+?



INSIDE SALES

- **Copywriting 101: web, bio, framework**
- **The Sales Consultation System**
- **The Phone FAST SALES Scripts**
- **Recording of ME CLOSING (10,000+ hours of closing on the phone)**



- **Step by Step Sales Presentation Formula**
- **Step by Step Sales Video “Call to Action” Formula**
- **MP3s, Videos, & Scripts**

Normally \$3,997



INSIDE SALES

SYSTEM



Get MORE of
THE RIGHT YES's



ALL YOUR COPY & SCRIPTS

Can be applied on:

1. Facebook Ads
2. Direct Marketing
3. Linked In
4. Telemarketing
5. Email Marketing
6. Google Ads
7. Direct Mail

INSIDE SALES SYSTEM

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Once you know what's going on in ~~our own~~ **backyard** you'll see why.



REMEMBER THIS EVENT?

Got 80 Registrations for \$50 each

versus \$2,500 a Registration!

JUST WITH **GOOD COPY**

INSIDE SALES SYSTEM

Copywriting
101

Sales
Consultations

FAST
Sales

Sales
Presentations



JUST WITH **FAST SALES**

DOUBLED SALES
from \$6million to \$12million

INSIDE SALES SYSTEM

Copywriting
101

Sales
Consultations

FAST
Sales

Sales
Presentations



Just SALES CONSULTATIONS

RECESSION PROOF YOUR
BUSINESS

***Our Team
created over \$1M!
in Sales!***

Sales Scripts & Recordings

- Deep Dive into
 - ✓ Your Message
 - ✓ Your Sales Conversations
 - ✓ Your Sales Process
 - ✓ Your Presentation
- Improve Your Conversions

INSIDE SALES SYSTEM

Copywriting
101

Sales
Consultations

FAST
Sales

Sales
Presentations



following System & Sales
Presentations!

***“...having my best
year ever! I attribute
a lot of that to you!”***

FOCUS ON ONE THING

SALES
PRESENTATIONS

WEB
TRAFFIC

SALES
CONSULTATIONS

GET MORE SALES



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\$3,997



RETURN ON INVESTMENT using the INSIDE SALES SYSTEM

1. Sent a book out to over 5000 of our Target Market Clients through email & phone
2. Was asked to share book with a Dedicated Association of 10k+ members
3. Had over 400 applications and downloads
4. Had 40 sales meetings in 3 week period.
5. Sold \$2000 to \$25,000 Program

Total income \$250,000+



RETURN ON INVESTMENT using Speaking & Webinars:

1. Series of webinar training events
2. Total 45 attendees
 1. 20 bought a \$550 training program \$11,000
3. Ran 3 free workshops
4. Another 10 attendees bought \$997 training \$ 9,970
5. 15 upgraded to other support programs \$88,000

**Total income \$11,000 + \$9,970 + \$88,000
= \$108,970**



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\$3,997

BUSINESS MASTERMIND

1 DAY

LEAD GENERATION &
SALES CONVERSION

The Only Mastermind In Australia Giving
You Access To The People Behind The People

+ 50 SMALL
BUSINESS
OWNERS



**Take your business to
the next level.**



Carrie Myton
Alex Pirouz