

How to Revolutionize Your Business

The Fastest Steps to Reach More, Earn More & Have a Greater Impact

Presentation by: Patrick O'Donnell



Business Growth Strategists

Capture • Connect • Close

What Are The 3 Questions You Ask When Marketing Your Business?

- 1) How do we attract **More Customers**?
- 2) How do we capture leads and follow-up to close **More Sales**?
- 3) How do we use the **Best Tools** to serve our business?

What You Will Learn

- ✓ **Why having an online presence is not enough (and can actually hurt you)**
- ✓ **What's the fastest way to connect with your prospects (and do this very easily)**
- ✓ **How to follow-up with prospects immediately (and why you should)**
- ✓ **How one strategy led to 10,000 leads and \$1 million in sales in 10 minutes**
- ✓ **The top way to close sales and how you can have it run for you automatically**

Background







Patrick O'Donnell

Internet Marketing
Consultant

Web + Video + SEM + Follow-up

Peak Performance
Coaching

Assessment + Training

Devoted
Husband & Father

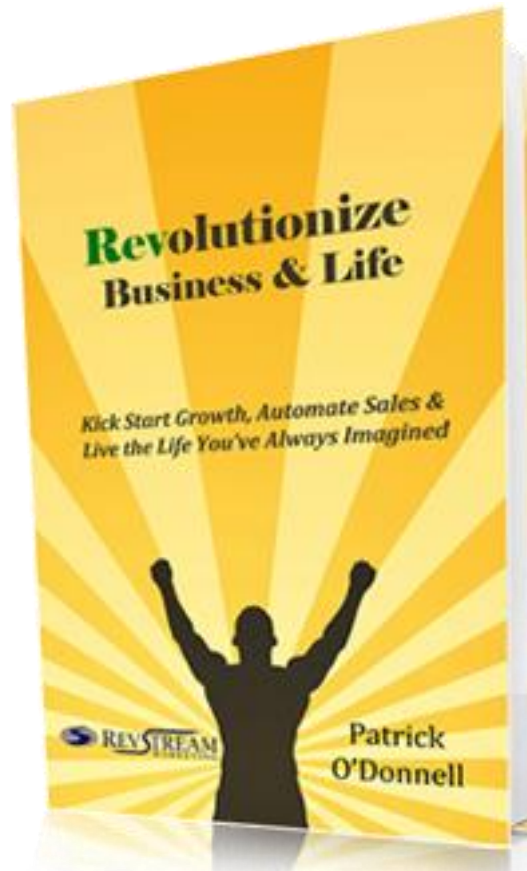


Learn more:

RevStreamMarketing.com
& PathInsight.com

Background

- ✓ **Started Internet Marketing Franchise in 1999**
 - ✓ Franchise was #1 in Sales in U.S
- ✓ **VP-Marketing of 8-figure firm**
 - ✓ Tripled Revenue
- ✓ **Created and Managed Numerous Online Marketing Campaigns**
 - ✓ Made Millions of Dollars
 - ✓ One single sale over \$2,000,000
- ✓ **Passion to Share, Educate**



The Why

- ✓ Give more. Serve more.
- ✓ The Light the Future Foundation



Operation Smile



Before



After

Rise Above Challenges to Achieve Dreams



Capture • Connect • Close

**Devoted to Helping Our Clients Succeed via
Web + Video + Search + Social + Mobile Marketing**

Why Are You Here Today?

- ✓ **You can change anything**
- ✓ **Where are you now? On a level from 1 to 10?**
- ✓ **What's holding you back from Level 10?**
- ✓ **Before leave today,
one clear career goal with a deadline**
- ✓ **Let's go**

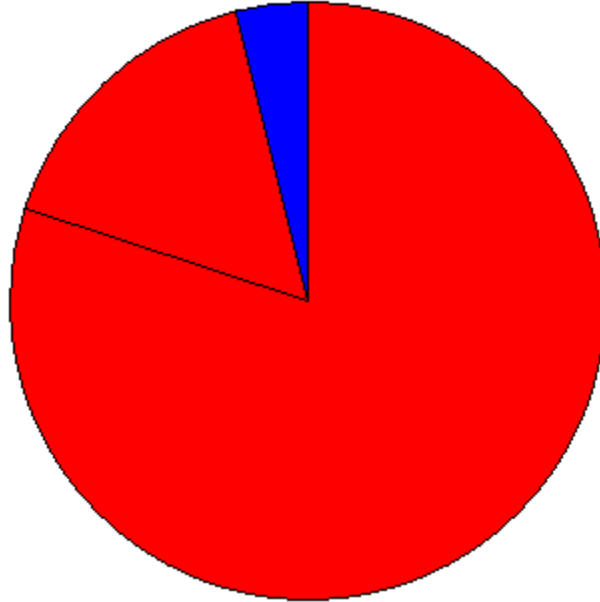
Marketing Has Changed

- ✓ **Economy changed**
- ✓ **Your Customer is like a moving target**
- ✓ **Now, it's all about relationships**

Business is Challenging

✓ **Millions of
Businesses**

✓ **80% in
2 years**



✓ **80% more
in 10 years**

✓ **81,616 last
year alone**

Reaching Customers is Challenging Too

- ✓ No longer Phone Books, TV, Newspaper, Telemarketing
- ✓ No longer sitting, waiting for your email
 - ✓ Open rates 15-20%
- ✓ They are mobile, on the go



- ✓ Like a moving target



Reach Customers Where They Are



- ✓ **4x times more mobile phone users than Internet users**
- ✓ **Mobile text messages have over a 95% open rate**
 - ✓ **88% of Voicemails are listened to**
- ✓ **Most texts are read in the first minute**

Oracle Study

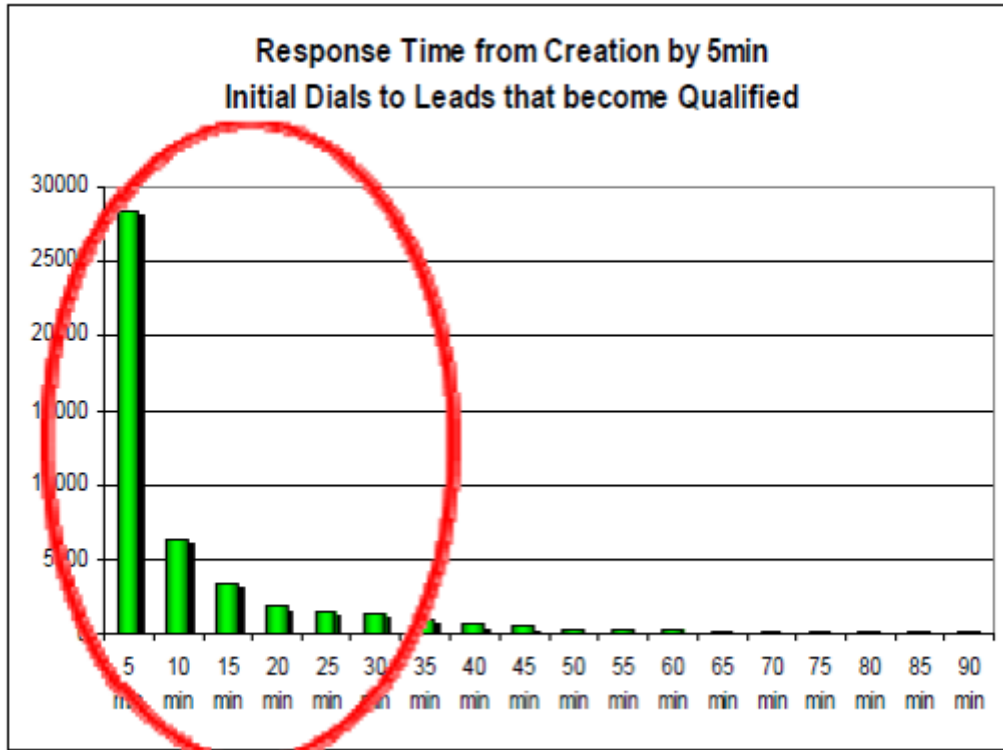
✓ **78% of consumers are using 2 or more communication channels before making a buying decision**



Communicate to Build Relationship

- ✓ **Most all are failing to capture potential leads**
- ✓ **Those captured are not followed-up with**
 - ✓ **80% of sales are made on or after the 5th follow-up, but...**
 - ✓ **Over 1/2 of leads are not followed-up with after 1st contact**

Is it important to follow-up fast?



✓ **21x more likely to qualify a lead when follow-up in 5 minutes vs. 30 minutes - MIT Study**

Study by James Oldroyd, PhD, Professor, MIT and InsideSales.com Included 3 yrs of data and over 15,000 leads.

Those Who Do Are Rewarded

- ✓ **Only 16% trust ads**
- ✓ **While over 80% trust peer recommendations on social media**
 - ✓ **Goal is to establish relationship to be known, liked and trusted by prospects**

...so where is the breakdown?

Quick Exercise

- ✓ **How many new customers do you gain each year?**
- ✓ **How much are those customers worth to you?**

What makes change come about?

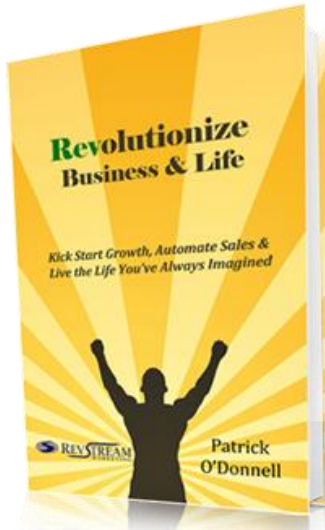


- **Are you being reactionary?**
- **Or, dictating where you go in life?**
- **Calling to grow and do more?**

1. Desire to Change



Ready to Revolutionize Your Business?



rev·o·lu·tion·ize
/ ,revə 'lo ʊʃhə ,nīz/
Verb.

To change (something) radically or fundamentally.

Turn to your neighbor

What are looking to change after today?

2. Know Your Customer & Influencers

- ✓ **Know the demographics of your customer**
- ✓ **Ideal client profile: "Give a name"**
- ✓ **Find those who have influence in your industry and partner**
- ✓ **Leverage the Power of Social Media**

Want to know



or just scan this with your smartphone



3. Create an Online Sales System

✓ Website

✓ Quality look

✓ Sales "hub"

✓ Opt-in box

✓ Automated
Follow-up
System





The 7 Steps to Revolutionize Your Business

Discover the Fastest Steps to Reach More,
Earn More & Make a Greater Impact!

Presented by Patrick O'Donnell and RevStream Marketing



Atlanta Event: The 7 Steps to Revolutionize Your Business

 Like  Share  Send  Print  Tweet

Stacy L. Regan and 24 others like this.



Patrick O'Donnell
Managing Director, RevStream Marketing
Author of 7 Steps to Revolutionize Your Business & Life

Ready to revolutionize your business? It's time to reach more, earn more and make a greater impact on the world! Do you have all the business you need? Are you and your business doing everything you possibly can to generate as many leads as possible, follow-up with those leads most effectively and convert those leads into sales (and do so while you sleep)? If not, now you can. We'd like to invite you to a very special event that covers the 7 steps to revolutionize your business.

At the event, you'll have the opportunity to network with other attendees and we'll share the 7 ways your company is losing sales. In every case when we've met with companies, we've found they are not doing some or all of the 7 items and are thus losing sales. Then, when you do these 7 steps, you can revolutionize your business.

In these 7 steps, we show how to capture leads 7 different ways, communicate with the leads across multiple channels and convert those leads to sales... all on autopilot while you are sleeping or spending time with loved ones.

We show the strategies that are working best today for companies that are utilizing the

Join Us for Lunch and Invaluable Live Training!

The 7 Steps to Revolutionize Your Business

When: Tuesday July 24 2012, 11:30 to 1:30 p.m.
Where: The Work Spot, Historic Downtown Duluth
Cost: Only \$9.99, includes lunch
(Or, FREE when someone you refer registers)

Advance registration is required. Seating is limited, so register now. There are two ways to reserve your spot:

1. Send a text message with your name and email address to the number 404-586-4900.
- Or, 2. Enter your information in the form below.

First Name

Last Name

Email

Cell Phone Number

Your cell phone number is optional, but encouraged so we can reach you by phone if needed and alert you to any last minute changes that may take place.

[Register Now](#)

Our privacy policy ensures we will never share your contact information with anyone.

The Map to Online Marketing Success

The Formula



Social Presence

✓ Custom Facebook Page & YouTube Channel



Video Sells More than Anything Else



Atlanta Custom Home Builder Testimonial

ODonnellHomes 14 videos



<http://www.youtube.com/user/ODonnellHomes#p/u/3/sxmJeKtDXhc>

- ✓ Buyers today trust peer recommendations
- ✓ Video testimonials are powerful



Using Video Marketing

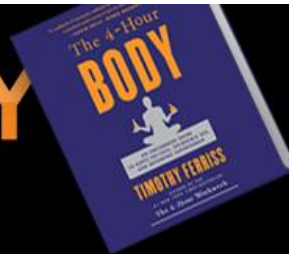
- ✓ **Fastest way to connect**
- ✓ **Higher conversion rate**
- ✓ **Found faster in the search**

Potential Uses

- ✓ **Inspiring Stories / Testimonials**
- ✓ **Advice for Target Customer**
- ✓ **Share part of book / Educate**



TIMOTHY FERRISS THE 4-HOUR BODY



“Get 16 Free Videos, and Find Out How to Get a Documentary of Tim Ferriss Explaining How He Achieved Massive Success in Just Years.”

The 4-Hour Body is the result of an obsessive quest, spanning more than a decade, to hack the human body. Tim Ferriss, the #1 New York Times bestselling author of The 4-Hour Workweek, focused on one life-changing question: For all things physical, what are the tiniest changes that produce the biggest results?

Your free videos will teach you:

- ✓ How to “failure-proof” any diet so you simply cannot cheat
- ✓ The recipe for the perfect night's sleep so you're more awake and productive
- ✓ How to lose 18 pounds in a month, safely and effectively



Get instant access!

Enter your email address to watch the videos

your email address

INSTANT ACCESS

Massive Promotion (The Power of Web 2.0)

- ✓ **Anyone can make a video**
- ✓ **Need promotion to make it work**

Distribution + Syndication

- ✓ **Videos transcribed in Articles/Blogs**
- ✓ **Audio Extracted for Podcasts**
- ✓ **Videos Syndicated to Video Sites**
- ✓ **All link back to main website**

Simply, fill out the form now so you can see the free video on the next page!



1:08 / 1:15 360p

Get Instant Access Now!



Enter your email address in the form below and you will be redirected to the video...

Enter Your Email

Get Instant Access

We respect your privacy. Our privacy policy keeps your contact information safe and secure. We will never release your information to anyone.

Video Search Results

Wildlife Removal Buford = # 1, 2, 3 & 6

The image shows a Google search results page for the query "wildlife removal buford". The search results are displayed in a grid format. Several results are highlighted with red rectangular boxes:

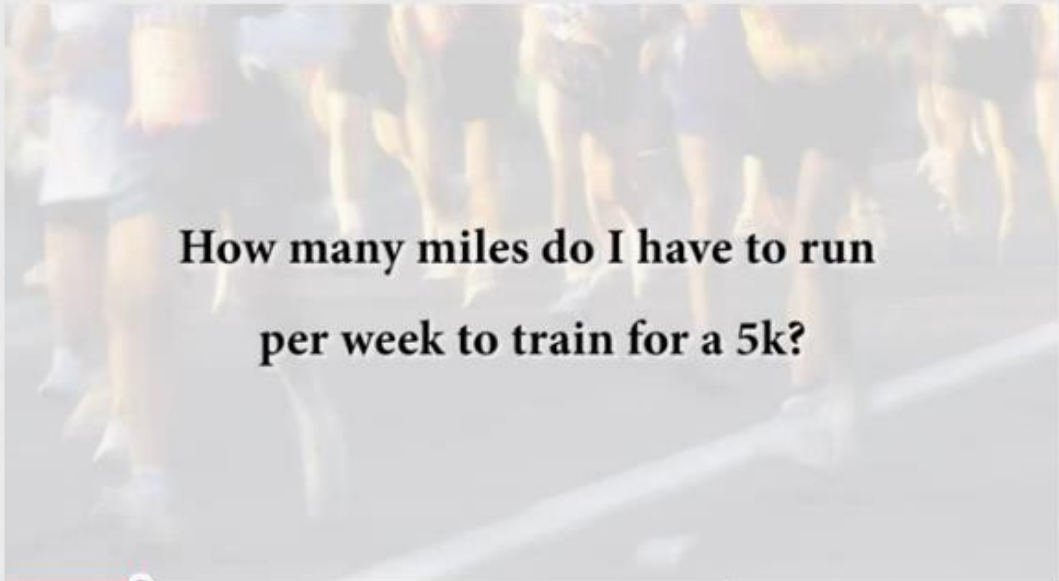
- Result 1:** A YouTube video titled "Squirrel Removal Buford GA" with a duration of 58 seconds, uploaded by "pestcontrolatlanta1". The description includes a link to a service website and a coupon for \$100 off.
- Result 2:** A YouTube video titled "Wildlife Removal Buford GA" with a duration of 57 seconds, also uploaded by "pestcontrolatlanta1".
- Result 3:** A text-based search result for "Wildlife Removal Services - Wildlife Removal Atlanta" located at 5385 Cumming Highway, Sugar Hill, GA, with a phone number (770) 932-2569.

Other search results visible on the page include:

- Wildlife Removal Buford:** Call Today For Wildlife Removal Services. Protect Your Home. FutureService.com
- Wildlife Removal Buford:** 10% Off Rodent & Wildlife Removal. 24/7 Atlanta Area Free Estimates. www.katyonsWildlifeServices.com
- Wildlife Removal:** Atlanta's Choice for 70 Years. Fast Rodent, Animal, & Bird Removal. PestRx.com
- Wildlife Removal:** Wildlife Removal Since 1963. Get \$200 Off & Free Inspections. www.DaveWildlifeControl.com
- Wildlife Removal:** Eliminate Pests in Your Home. Schedule a Free On-Site Inspection. www.aiprpe.com
- Noises in Your Attic?** Free Estimates. 5 star Rated. Rodent Removal Experts 678-852-1200. Atlanta, GA. www.alchicago.com
- Wildlife Removal Buford:** Free Wildlife Removal Estimate if Serving Greater Atlanta. Call Today. Georgia-FWOS.com
- Animal Removal:** Get Squirrels? Get Rid Of Your Critics Today. Online Specials. Norcross, GA. www.CritterControlOfAtlanta.com
- Beaver removal services:** beaver chawing down trees? beaver control pros. 678-314-7828. www.BufordWildlifeControl.com
- Atlanta Animal Control:** Animal Problem on Your Property? Removal of Bees, Rats, Squirrels, + Atlanta, GA. UrbanWildlifeControl.com/Atlanta

How many miles do I have to run per week to train for a 5k?

5kTraining + Subscribe 13 videos ▾



**How many miles do I have to run
per week to train for a 5k?**

Video player controls: Play button, Volume icon, 0:07 / 1:04, CC icon, Settings gear, Full screen icon, and other standard video player controls.

Like Dislike Add to Share Print

4,133 View icon

Uploaded by [5kTraining](#) on Oct 3, 2011

Visit <http://www.my5ktraining.com/free> to get your free copy of the 5k Fast Start Guide from My5kTraining. Watch this video on "How many miles do I have to run per week to train for a 5k?" to learn more on improving your

6 likes, 0 dislikes

4. Capture Leads (Build a List)

✓ **Capture across multiple channels with one system**

- ✓ **Mobile Text**
- ✓ **Phone Call**
- ✓ **QR Code**
- ✓ **Web form**
- ✓ **Email**
- ✓ **Business Card Scanner**



Automated Lead Capture and Follow-Up

- ✓ **Capture by text, phone, web, email, QR code, card scan**
 - ✓ **Outstanding for speaking events, trade shows booths & book signings!**
- ✓ **Try it out**
 - ✓ **Send a text to 404-586-4900 with your first name and email**
- ✓ **Follow up automatically**



4. Capture Leads (Build a List)

Perfect for:

✓ **Public Appearances**



From 0 to 10,000 leads
\$0 to over \$1,000,000

4. Capture Leads (Build a List)

Perfect for:

- ✓ **Public Appearances**
- ✓ **Speaking Events**
- ✓ **Book Signings**



**From less than 1% to
up to 90% of the room**

4. Capture Leads (Build a List)

Perfect for:

- ✓ **Public Appearances**
- ✓ **Speaking Events**
- ✓ **Book Signings**
- ✓ **Public Events**



From 0 to over 500 leads
From \$300 to over \$90,000

4. Capture Leads (Build a List)

Perfect for:

- ✓ **Public Appearances**
- ✓ **Speaking Events**
- ✓ **Book Signings**
- ✓ **Public Events**
- ✓ **Trade Show Booth**



**Wanted 80 leads. Got 1,400.
Anticipate over \$10,000,000.**

4. Capture Leads (Build a List)

Perfect for:

- ✓ **Public Appearances**
- ✓ **Speaking Events**
- ✓ **Book Signings**
- ✓ **Public Events**
- ✓ **Trade Show Booth**
- ✓ **Networking with App**
- ✓ **Charity / Political Events (Live or Virtual)**
- ✓ **Yard Signs**
- ✓ **Flyers**
- ✓ **Open Houses**
- ✓ **Online Videos**
- ✓ **Website**
- ✓ **Print Ads**

5. Follow-up

- ✓ **Follow up quickly & automatically using proven company message & what they want**
- ✓ **Listen (& capture replies)**
- ✓ **Follow up**
 - ✓ **Mobile Text**
 - ✓ **Direct to Voice Mail**
 - ✓ **Email**
 - ✓ **Letters & Postcards**
 - ✓ **Social Media**
 - ✓ **Video on "x"**



5. Follow-up

- ✓ **Use the company message (consistency)**
- ✓ **Use highest converting tools available**
 - ✓ **Live Teleseminars**
 - ✓ **Live Webinars**
 - ✓ **Automated, Evergreen Teleseminars**
 - ✓ **Automated, Evergreen Webinars**
 - ✓ **Gives attendees what they want (solution)**
 - ✓ **Know who did not attend, who attended but left early & who attended the whole event to follow-up appropriately**
- ✓ **Get prospects to attend via multiple channels**

6. Get Out There (to be seen and be found)

- ✓ Different ways to go about this
- ✓ Promotion based on evidence based research
- ✓ Drive people to the “hub”



6. Get Out There

✓ Local Reviews now more important than ever

✓ 5 star review system

The screenshot shows a search engine results page for the query "dentist groton ct". The page displays several local listings for dentists in Groton, CT. The listings are ranked by relevance, with the top result being "Contemporary Dentistry" which has a 5-star rating and 70 reviews. Other listings include "Theologos, Ted Malahias" and "Sean Kim - Bridgeworks Family". A callout box highlights the "Contemporary Dentistry" listing, and a text box explains that these are only results from Yahoo and Google, emphasizing the importance of the number of reviews.

dentist groton ct

About 76,500 results (0.31)

Ads for dentist groton ct

Free Dentist Appointment
www.aspendental.com/
Limited Avail. Schedule Ap
Find a Location - Sched

Danbury Dental Care
www.georgellandressdds.com
Call 203-501-1587 to Sched

Hartford Dental Office
www.ctdental.net/
We Offer Financing Option

Dentists in Groton
Find a Dentist to Match Your Needs Search Online or
www.1800dentist.com/Groton
More Sponsors: yellow pages, dental veneers, dent

Dentist near Groton CT

Nearby City

All (2524) New London (48) Gales F
Groton (54) Waterford (30) Uncasy

Contemporary Dentistry ★★★★★ (70) - Info
contemporarydentistryct.com
(860) 445-8569 - 643 Gold Star Hwy, Groton, CT

Theologos, Ted Malahias ★★★★★ (1) - Info
bridgeworksfdc.com
(860) 446-8744 - 115 Bridge St, Groton, CT

Sean Kim - Bridgeworks Family ★★★★★ (1) - Info
bridgeworksfdc.com
(860) 446-8744 - 115 Bridge St, Groton, CT

Contemporary Dentistry Groton CT, De
www.contemporarydentistryct.com/
★★★★★ 52 Google reviews
New Patients - Cosmetic - Tooth Extraction

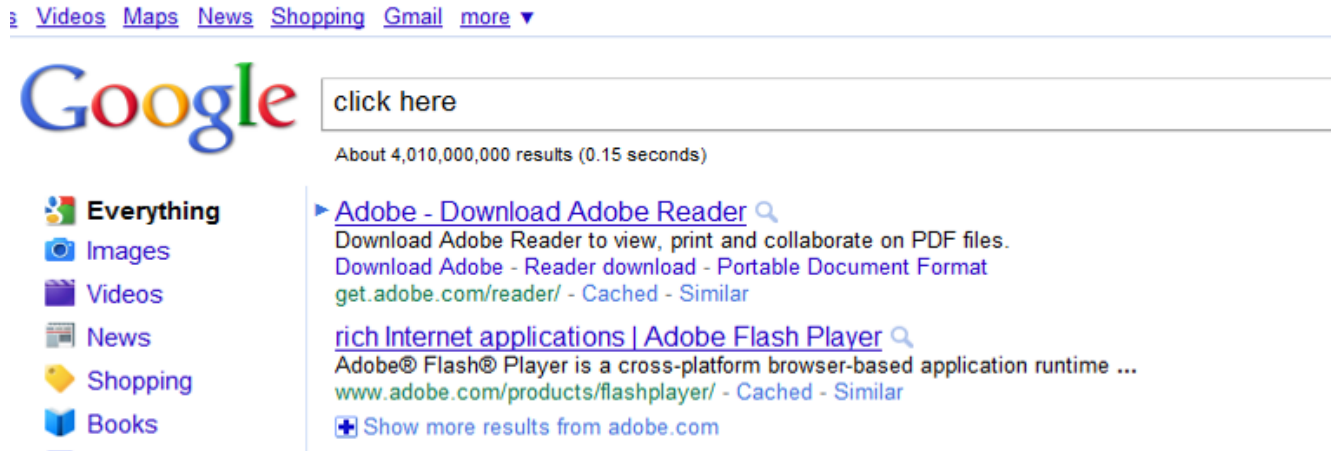
Dentist in Groton, CT - Bridgeworks Fan
www.bridgeworksfdc.com/
Place page
Appointments - Office info - Insurance

These are only yahoo & google. Notice the number of reviews for the other dentists.

SEO = 25% On-page, 75% Off-page

✓ **Be Sure Pages are Optimized**

✓ **What Sites are Saying About You**



✓ **Secure Quality Backlinks!**

Creating "Popularity"

**Web Content
WAS King**

**On Page Factors
(Now ~ 25%)**

- Content
- URL
- Title
- Description
- Keywords
- Tags

**Now = Content
+Popularity**

**Off Page Factors
(Now ~ 75%)**

- Content with "Backlinks" from popular sites
 - Social sites + Bookmarking
 - Article Directories
 - Blog Comments
 - Video Sites
 - Podcast Directories

"Popularity"
What other popular sites
are saying about your site.

Success is the result of controlling the process

Content Creation + Submission



Create Content

- Blog Posts
- Videos
- Articles
- Press Releases
- Blog Comments
- Forum Posts
- Podcasts

**Content + Local SEO
+ Submissions
= Popularity & Success**

**Main
Website**



Submit Content to Create Popularity

- Content with “Backlinks” from popular sites
 - Social sites
 - Article Directories
 - Blog Networks
 - Social Bookmarks
 - Blog Comments
 - Video Sites
 - Podcast Directories



Local Directory Listings (Google+ Local, etc.)

- 20+ Local Directory Listings
- Ongoing “Citations” on local sites
- Secure Positive Reviews
- Complete Listings
 - Add Photos and Videos
 - Add Offers (Coupons/Specials)

6. Get Out There

- ✓ **Direct Sales Team**
- ✓ **Speaking Events /
Publicity**



7. Reward Buyers and Repeat

- ✓ **Add customer order details to buyer-specific follow-up campaign with “Receipt Robot”**



The Millionaire Messenger by Brendon Burchard, OFFICIAL SITE

#1 The New York Times #1 BARNES & NOBLE #1 USA TODAY #1 amazon.com



THE MILLIONAIRE MESSENGER

*Make a Difference and a Fortune
Sharing Your Advice*

BRENDON BURCHARD, FOUNDER OF EXPERTS ACADEMY



"You were born to make a difference, to enlighten and to share your gifts with the world. Brendon Burchard shows you how to make a living (maybe a fortune!) by making a positive difference in people's lives."

—Doris Hardy, Publisher SUCCESS magazine, best-selling author of The

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- 2) The Guru Guidebook and templates on how to identify your message, select your topic, and create lucrative advice and how-to products.

Order on Amazon Now!

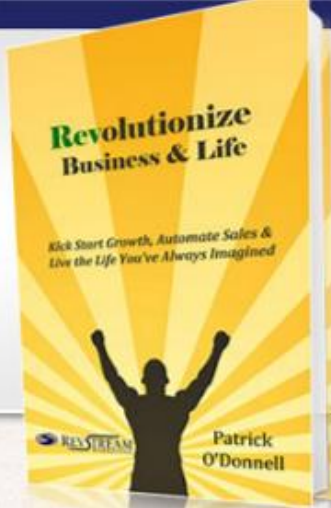
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When you email your receipt to that email, you will also receive these FREE GIFTS:

1) 3 in-depth and invaluable training videos on how to make a million dollars as an advice expert, create lucrative how-to websites, and follow a simple 12-step roadmap to succeeding.

2) The Guru Guidebook and templates on how to identify your message, select your topic, and create lucrative advice and how-to products.



Revolutionize Business & Life

*Kick Start Growth, Automate Sales &
Live the Life You've Always Imagined*

Patrick O'Donnell



**Get the book and invaluable
BONUS TRAINING!**

Order the Kindle Book on Amazon.com for only \$0.99 via the button below. Then, when you do, forward your Amazon receipt to Bonus@RevStreamMarketing.com

When you email your receipt to that email address, you will receive the video of the presentation that inspired this book along with the .pdf downloads and worksheets to supplement the book.



Order on Amazon Now

Bonus: How a 1st Time Author Went From Book Idea to Best Sellers List In 10 Days



The Action



Get the book and invaluable BONUS TRAINING!

Order the Kindle Book on Amazon.com for only \$0.99 via the button below. Then, when you do, forward your Amazon receipt to Bonus@RevStreamMarketing.com

When you email your receipt to that email address, you will receive the video of the presentation that inspired this book along with the .pdf downloads and worksheets to supplement the book.

[Order on Amazon Now](#)



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[Read more](#) [Collect](#) [Share](#)



Express I will create an audio TRANSCRIPT in Less than 24 hrs for \$5

I will EXPRESS transcribe any 6 minute audio or... (by [transcribe](#) 🇺🇸)

[Read more](#) [Collect](#) [Share](#)

[order now!](#)

From Patrick O'Donnell ⭐

Subject **Thank you very much**

To Patrick O'Donnell ⭐

Patrick,

Thanks so much for being a part of the launch team :

We'll send out the reminder messages just before the

When it's time, here's the book's sales page:

<http://RevStreamMarketing.com/revolutionize/>

You'll be able to click on the "Order on Amazon" button (or our numbers).

Again, I truly thank you!

A Presentation by



The Results



J's Amazon.com | Today's Deals | Gift Cards | Help

Shop by Department ▾

Search Books ▾

Books | Advanced Search | Browse Subjects | New Releases | Best Sellers | The New York Times® Best Sellers | Children's Books | Textbooks | Sell Your Books

Amazon Best Sellers

Our most popular products based on sales. Updated hourly.

Any Category

Books

Business & Investing

Marketing & Sales

Marketing

Direct

Global

Industrial

Multilevel

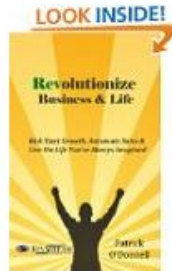
Product Management

Research

Telemarketing

Web Marketing

Best Sellers in Direct Marketing



1.

Revolutionize Business & Life: Kick Start Growth, Automate Sales & Live the Life You've Always Imagined

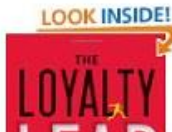
Patrick O'Donnell

★★★★★ (2)

Kindle Edition

Auto-delivered wirelessly

Kindle Price: **\$0.99**



2.

The Loyalty Leap: Turning Customer Information into Customer Intimacy

by Bryan Pearson

★★★★★ (17)

Amazon Hot New Releases

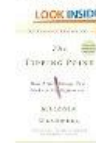
Our best-selling new and future releases. Updated hourly.

More to Explore in Business Marketing & Sales

Best Sellers

See Top 100

The most popular items on Amazon



The Tipping Point: How Little Things Can Make a Big Difference
Kindle Edition
\$9.99



Revolutionize Business & Life
Kindle Edition
\$0.99



Influence
Kindle Edition
\$12.99

Top Rated

See Top 100

The best items on Amazon based on Amazon customer reviews



The Old Rules of Marketing Are Dead
A Presentation by



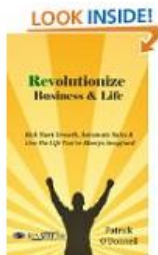
The Mackay MBA



Earn More, Work Less, Get Famous



Hot New Releases in Business Marketing & Sales



1.

Revolutionize Business & Life: Kick Start Growth, Automate Sales & Live the Life You've Always Imagined

Patrick O'Donnell

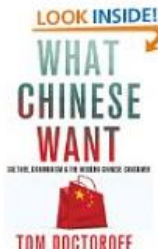
★★★★★ (2)

Release Date: May 20, 2012

Kindle Edition

Auto-delivered wirelessly

Kindle Price: **\$0.99**



2.

What Chinese Want: Culture, Communism and China's Modern Consumer

Tom Doctoroff

Release Date: May 22, 2012

Kindle Edition

Auto-delivered wirelessly

Kindle Price: **\$12.99**

- Any Category
- Kindle Store
- Kindle eBooks
 - Nonfiction
 - Business & Investing
 - Marketing & Sales
 - Advertising
 - Consumerism
 - Marketing
 - Public Relations
 - Sales & Selling



The Reward



The Point

- ✓ **You can do this too!**
- ✓ **Be seen as a leader in your industry**
- ✓ **It's an ongoing lead source**
- ✓ **Follow-up via email, mail**
- ✓ **Send Videos, DVDs, etc.**
- ✓ **You can make a change & make a difference**

Making a Difference

- ✓ **Case study in how to use these tools to help others**
- ✓ **Started as something we did to help our son**

Making a Difference



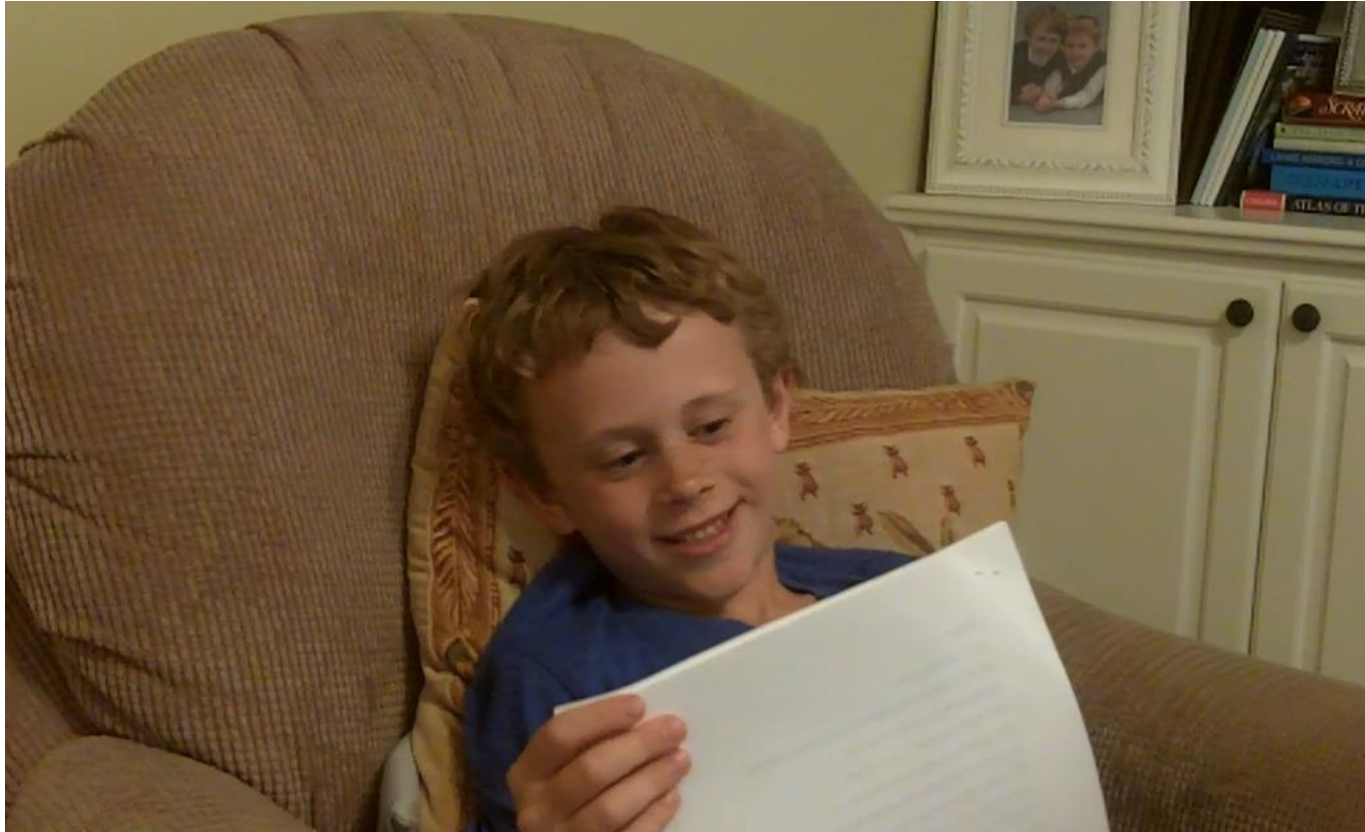
Making a Difference



Making a Difference



Making a Difference





Learn to Read
Adventures



Helping Children
Learn to Read



Helping Artisans
Earn a Living



Helping Our Planet
Survive & Thrive

Learn to Read Adventures



Let's Review the Steps

- 1. Desire to Change**
- 2. Know Customer**
- 3. Create Online Sales System**
- 4. Capture Leads (Build a List)**
- 5. Follow-up**
- 6. Get Out There & Be Found**
- 7. Reach Goal. Reward Buyers. Repeat.
(& Create Sustainability)**

Ready to Take Action?

✓ **These strategies will help increase leads and sales**

You are the Industry Expert

- ✓ **Do the case studies spark your own ideas?**
- ✓ **How else do you see this working in your industry? In your company?**
- ✓ **Write down what you'd like to implement**
- ✓ **Turn back to your neighbor**
- ✓ **Accountability**
- ✓ **Would this be valuable for you to use? Who is going to?**

***"What's talked about is a dream,
What's envisioned is exciting,
What's planned becomes possible,
What's scheduled is real."
- Tony Robbins***

**Go forth to light, love & serve
the world and live the life
you've always imagined**