

When You're Feeling "Cold" and
Need To Hurdle Your First Obstacle Like a Pro, Simply Use These . . .

5 Ways to Get Leads

I know so many of you out there are like me, saying, "I want to get better on the phone, I want to convert leads."

But step 1, the first obstacle, is how to get them.

So you're in that cold spot where you're realizing, "My warm market is completely burned out." And so "I have no idea how to even find people to talk to . . . Let alone convert them into my deal."

How do you do it? How do you convert them into buyers, convert them into money in the bank? How can you talk to them if you don't even know who they are?

I want to give you 5 ways I get free leads every single day. I'm going to teach you some ways that you might not know about, things you can actually go put into practice right this second.

Because if you don't have leads, if you don't have people to talk to, throw everything else out the window. It doesn't matter. It doesn't matter what you do. Right? The first thing I'll tell you is . . .

1. While living your life, have conversations with people. Now, I'm an introverted guy. By nature I'm going to go off and do my own thing. I don't like controversy. I don't like any of that stuff, right? By nature that's who I am. But when you're living your life . . . now that you can do.

I'll give you an example. We just stayed at a B&B type place. Vacation rental by owner, I think. Something like that. In Ft. Myers, Florida. The girl that rented the place, we got her number, right? Because we needed to communicate with her, and when we got home, I just said, "Thanks, I appreciate it a lot." This is by text, right? By text.

Then I just said, "I'm just curious." Now, we're in a vacation club. I said, "Just curious, would you be open to having a discussion. Would you be open to having a discussion how you could create more income and travel at wholesale?" Right? You understand how I did that.

She said, "Absolutely."

Now we're having a conversation tomorrow. Okay?

Just living my life, I see opportunities like that, so I take advantage of it. Now I didn't even have to meet her face to face, because for introverted people, that can be a little bit scary. Okay?

While you're living your life, I'm going to give you one more example. We have a Jeep, and we're in a Jeep club here in Dallas. We got chatting with a guy at the Jeep Club dinner the other night. His name is Jim. We got chatting with Jim, and we had a good conversation with him. He liked us. We liked him, and so we ended up getting his number, and now I'm going to have a chat session with him.

Now, I'm not a guy that's going to go up and see if you're open before I have a conversation with you. But I will be interested in people and just ask if they're open at that point in time. Right? And you can do it, too.

2. Facebook. I love Facebook, but in this instance, I'm going to talk about Facebook community groups. They've been absolutely incredible for us. Facebook community groups have been really,

really cool for us because it's given us the ability to post a little ad in there, and all we did--a girl on my team actually did it, and all she did--was simply say, "I'm looking for any moms interested in a mommy group." They're all over. We're in Dallas and they're all over. And then she just said, "Is there anybody out there looking to make money from home?" That's all she said. Now, you would make it about your product or whatever. She got PMs, private messages, sent to her via Facebook. Pretty simple, right?

3. Next is Craig's List. Yes, Craig's List is a great way to find new people to talk to in your area. You just create an ad and put it out there. Just make sure you don't have home business network marketing stuff in there. Create an ad. People respond to the ad, and you call them up and they're looking for you. Right?

4. Your telephone. I know. I know, I know, I know. "I've heard this before Terry, but your telephone?" I want you to look in your telephone and find the people that would pick you up at 3:00 in the morning if they had to. Okay? Meaning, if you have a flat tire. Who would that be? Just call them up and have a conversation. Say, "I'm doing something really cool. Are you open to it?" Right? Just say, "Can I trust you to just watch the video and see what we're up to." Okay?

5. To get leads each and every day—use LinkedIn. I love LinkedIn so much, and I'll tell you that LinkedIn has become an absolute rock star place for us to find leads because people are there because of business. The average income on LinkedIn is over 100k a year.

What that tells you is there's quality people on LinkedIn. That is cool. They're business oriented.

I simply go on LinkedIn. I go into groups. I send messages inside of groups and that allows me to help people see an opportunity in what we do.

I hope that helps you!

I'm telling you, I'm completely introverted, yet we recruited over 300 people using the telephone in the last 12 months.

I want to tell you how, and I'm going to show you exactly how step-by-step in my blueprint.

Just click here on the button right here.

Click here to get access to the private training where I'm going to absolutely show you how you can do the same thing.

I want you to crush it, so click here.

Get registered for this training, and I'm looking forward to helping you get to the next level.

Talk soon guys. Bye-bye for now!