

The Personal Touch Prospecting Cheat Sheet

Message 1: Hey ____, thanks for connecting! I thought I'd message you because I love meeting new people. What do you do exactly?

Message 2: How do I know if I'm talking to someone if they'll be a good client for you?

Message 3: How long have you been doing that for?

Message 4: How have you primarily marketed your business in the past?

Message 5: Have you had good results with that so far?

Message 6: Have you ever considered doing something else or are you happy with where you're at now?

Message 7: Are you working full time in your current business/job or do you have other side projects you're involved in?

Message 8: This may or may not be for you, but if I could share with you a way to get better results without interfering time wise with your current business, would you be open to it?

Message 9: How soon do you think you can take a look at the info?

Message 10: Here is my number (or email) ____. Give me a call (send me an email) if you have questions. What's yours so I know who's contacting me?

Important Notes:

-- Structure of each message: It's not just the question. You must also respond to what their answers are like a normal conversation with a friend.

Excitement → Question → Statement/Excitement → Question (#1-10 questions)

-- Make yourself out to be the expert.

-- General Rule: Don't pitch business before the first 3 messages back and forth minimum unless you're asked.

-- If their profile says what they do already, skip message 1 and go straight into message 2 or 3.

Ex: *Hey ____, thanks for connecting. I thought I'd message you because I love meeting new people. How long have you been a ____?*

-- Send the info source you have in message 9.

Info sources

For opportunity: www.theinfoishere.com

For product interest only: www.username.teamquanta.com/#performance

or even your www.Quantapath.com capture page video