**[MeetRoost] Rainmaker Week**

**Ben Adkins:** Hi everybody dr. Ben Adkins here and welcome, welcome, welcome Rainmaker week. This is special. This is going to be something that moves the needle for many of you. If you were here right now. Well, I have a couple of assumptions for you, um, and maybe I'm right, maybe I'm wrong, wrong, but what I'm guessing is is that you have a business or you're wanting to start a business and you want to help other businesses.

[00:00:25] To change the way that they bring new customers in and to give them something consistent, you want to become a Rainmaker for them, someone that they can look at and say, this person is one of the most valuable people that we work with. And what this is designed to do is it's a live workshop and it's designed to get you ready to be a Rainmaker for small businesses all around the world.

[00:00:46] The idea behind this is, as you walk out of this week, if you give me your all this week, if you really put yourself into this. You're not going to be on a webinar, a long amount of time, any of the days that we're doing this, you're not going to be on a training call long amount of time. But the idea is, if you give me the attention that this deserves this week, you're going to move the needle because I'm going to force you to do things that are going to get you results.

[00:01:10] And that's the thing that is my goal is to force you to do things, to get results, because I am doing those things with you. So just to get into sort of what we're doing here. What is this all about? It's simply about getting the core things done. That actually make a difference. How many of you here with me right now?

[00:01:29] And for those of you that are with me live right now, just give me a big yes. In the box or no, in the box. How many of you feel like sometimes you spend your week doing things that don't actually move the needle? How many of you were there? How many of you feel like you've spend your week doing that bunch of stuff that seems like it's necessary, but then you get to the end of the week and you've not made any money.

[00:01:51] Or you've not made enough money. This is the thing for some of you. It's a sometimes for some of you, it's a yes, for sure. This is the thing. I don't want that to happen. What we are doing this week, I'm going to tell you what to do. You're going to do it with me. And instead of focusing on the stuff that does not matter and will keep you spinning your wheels, we're just going to do the stuff that does matter.

[00:02:18] The stuff that will get you set up. To destroy, to add in clients, but also once you get those clients to bring the heat for those clients and that's it, and listen, it is not hard to put yourself in a position where you are financially well off, and you are helping to change the world in a positive way.

[00:02:38] If you were doing a few things really, really well. And I'm going to teach you how to do those things this week. So that's what this week is all about. It's to put you in a place where you understand what needs to be done every single week it's to actually get those things done this week. If you will work with me this week, I can't control what you're doing on your end, but if you follow along as I'm doing it, then you do it yourself.

[00:03:00] You're going to see results. It's actually getting these things done. Okay. It's actually getting these things done. So here's what it is. Each session is designed to be short. This will be the longest session that we have simply because we've got some interest stuff. Just kind of go through what we're going through this week.

[00:03:19] But each is designed to be short. You're going to work with me. You're going to hop off the call and finish the work or for the day, so that you're ready for the next day. If you give me a hundred percent this week, you're going to be blown away by how much more you got done this week than you've probably ever gotten done before.

[00:03:34] And the results that you're getting here, we're going to do just a little bit each day so that we don't burn out. That's the point. You don't want to overdo it. You don't want to overdo it. Do you want to keep it simple? Okay. You want to keep it simple and get a little done every day. Now, my goals for you are this goals for you are this.

[00:03:55] It's this. And actually, I think we have a couple of people that can't hear me. Can you tell them to log out and back in just to make sure that they're good to go? Here's what my goal is for you or this week. Number one, this week, simply this, I want you to set up your lead capture system in our meat roof software and reach out the 50 ideal niche clients by Friday at 5:00 PM.

[00:04:15] How many of you think you can get this done? Give me a big number one in the box. If you think you can get this done, give me a big number one in the box, 50 people we're going to reach out to by the end of this week. And we're going to reach out to them in a certain way that you are expecting to start getting responses.

[00:04:32] Okay. This is key. Now I guarantee you there'll be one. There'll be a few people that get scared because they've actually got to reach out to people, but we're going to reach out each and every one of us to 50 people this week so that we can start moving the needle. And this is key. This is key. So that's what this week is all about.

[00:04:52] We're going to walk out of here by five Friday at 5:00 PM Eastern, and you were going to have 50 people that you've contacted that you're waiting for responses back next week. How many of you think that that might be a little bit valuable with getting out there? How many of you think that that might be a little bit valuable for them as you're getting out there?

[00:05:11] Now, let me tell you how this is going to go. Let me, let me walk you through. What's going to happen when you actually do this. Many of you are going to set the stage for the next 14 to 30 days. Some of you are going to get a client by this week. It happens every time I do something like this, some of you are going to close a client this week.

[00:05:29] Some of you are going to close a client next week. Many of you are going to close clients within the next 15 to 30 days. This is the ball game. This is what we're after actually doing things that move the needle. So that's what this week is all about by Friday at 5:00 PM Eastern. Friday at 5:00 PM.

[00:05:48] Eastern. If you can get 50 contacts in, when I show you what to do, give me a big yes. In the box commitment. Now set an alarm on your phone, says, Hey, on Thursday, I gotta be reminded. Cause I got to get these out set alarms. Commit to yourself, commit to your business and let's get in and do it set reminders on your phone.

[00:06:09] Set, calendar reminders, whatever you gotta do. Get it in there. Good lots and lots of people. I see who didn't say anything in the box. Make sure. Make sure you do it. Don't go half in on Rainmaker week. Don't go half in go all in. You deserve it. You deserve it. Okay. So. That's what we've got for the week in the next 15 to 30 days.

[00:06:35] I want each and every one of you each and every one of you here to have closed your first one to $3,000 per month, new customer generation client. Okay. Next 60 days, I want to make sure that you're making it rain for your first client and you get a testimonial from them. Why do you think that this is so important for me?

[00:06:55] 60 days first testimonial, because this is the foundation of your business. You can't go after the big fish. You can't go after the more serious businesses that have more money to spend on lead generation until you have some proof. That is your proof, not my proof. So the idea is we're going to go fishing for big fish, but you got to have better bait to go fishing for the big fish.

[00:07:20] Right now, we're going to lock you guys in with some great clients that you don't need as big a bait for, but. The really sets you up to destroy. We're going to need some of that bait. So the next 60 days, I want you to have been making it rain for one of your clients, get a testimonial on video for them.

[00:07:38] Here's the thing. And the next 12 months, this is my goal, and I'm not kidding around with this. I want you to have built a hundred thousand dollar per year business using meet roost. And I want to put you on stage. I want to put you on stage to tell your story know, maybe we won't be in person this first time around, but I'm going to put you on stage.

[00:07:58] I'm going to tell you, tell the story that you've got, and we're going to get people to listen to what you did to build this a hundred thousand dollars per year business. Now, after that first year, let me tell you, gloves are off. You can do some big things, but this is our plan. This is what Rainmaker week is about.

[00:08:14] If you understand this and you're on board, give me a big one in the box. So I know this makes sense to you. I want to, I want to make sure that this is what it's all about and you get it. Okay, good. Good. Now here's the idea. Anybody that knows anything knows that. Number one, I've got goals for you, but I got goals for myself too, and I think it's important that I'm completely transparent with you about what my goals are.

[00:08:42] Do you guys think that that's probably pretty important? This is a two way relationship. This is a two way relationship. I have to make sure that you all understand what I want out of this too, because I'm not here just for my health. Okay. So here's what my goals are. I want to say as many businesses as possible from COBIT fallout, my duty on this planet is that, that that's why I'm doing all.

[00:09:09] This is I see people that I love. In my little town that are struggling. I know that what's happening in my little town is happening all over the world right now. And I've got to do something. I can't do it on my own. So the reason I'm going out of my way and taking time to do this, as of course, I want to help you, but I want to help these businesses survive and there's too much work for me to do on my own.

[00:09:37] Okay. Once we save them from the code fallout. I want to help those small businesses transform into powerhouses post COVID because they're finally doing the fundamentals correctly, that you're going to be helping them doing. Most of the businesses are in trouble right now or in trouble because they weren't practicing the fundamentals, which is sending out good lead gen stuff and building a list.

[00:10:00] Does everybody understand that, that it's not just about helping them through COVID it's setting them up to be powerhouses after, because we've established the fundamentals in there. That's key many businesses, really popular ones. Don't have the fundamentals down. That's what meat roost is about. That's what we're going to get in play.

[00:10:18] So one of the others is of course, I want to help you get your first client. That's huge for me, many of you, by the time you get your first client, when it's done, you will never be the same. You will never be the same. I remember my first big success, both with my online business, both with my agency, both with my chiropractic practice, nothing was the same after I got the first one, because I had a personal template.

[00:10:39] I'm giving you all by template, but you're going to have to personalize it. Once you have that personal template in your brain, everything changes. If this makes sense to you, give me a number one in the box. Give me a number one, it's all about getting you to the first success so that you create your own personal template in your brain that you can follow over again, because I guarantee you, the template that I gave you it'll be little variations for you because it fits your personality.

[00:11:06] That's the thing you've got to take, what works for me and what I've trained other people to do. But every single person that has ever been successful, something that I've built, took it and they made it their own. And that's it. That's the process of you getting to your first client? You will get your first client following exactly what I do, but you will make it your own as you deal with that client.

[00:11:27] And that's where things get powerful. Does everybody understand the magic behind what I just said? And maybe start to understand why maybe you failed in the past. I'm not saying any of you have failed in the past, but I, if, if that fits, let me know, let me know. So the ball game is what I'm going to show you.

[00:11:48] We'll get you there, but you gotta make it your own too. Here's the thing I also want to help you become a Rainmaker, meaning I'm not just interested in you selling stuff to people and you getting paid. I'm interested in you actually delivering. We are not in this business just to get paid. We are in this business to be rainmakers for people, period.

[00:12:11] And I'm going to help you get there if you get stuck anywhere along the way. Guess why we meet every Tuesday and Thursday. Guess why there's a Facebook group. Guess why I've got a support desk that works their butts off to make sure that you guys, you guys have everything you need. It's because if you get stuck, fuck, I want to be there for you as quickly as possible.

[00:12:32] Okay. That's what it's about. Finally, I want to help you get to a hundred K a year when you get to a hundred K a year, real selfishly, guess what? Guess what? When you get to a hundred K a year, guess what? You're a much better customer of mine, real selfish. Let's be up front. When you're making more money, you spend more money with me.

[00:12:53] I know it. I've proven it over the years, everybody that I've helped climb up to somewhere where they want it to be instead of where they were. They spend a lot more money with me. Okay. Here's the next thing finally. I want to grow the meat reus platform to around 5,000 users. That is a personal goal of mine.

[00:13:15] I don't want to be a, a Weber type business. I don't want to be a click funnels type business. I don't want to be a digital marketer type business. I don't want to have the kind of business that has a hundred thousand customers. I don't want to buy the kind of the business that has 50,000 customers. The reason is simple is because it only takes around 5,000 people working the way that they should be working inside of the meat ruse platform for us to be able to serve just about every single business out there and help them.

[00:13:47] Plus it means that our people have, have knowledge that no one else has. This makes sense to everybody as to where I want this platform to be what I want it to be. And how that all works. I don't want a giant platform. I want a platform that does some very defined things, and I want to keep what we're doing ours.

[00:14:11] I don't want the information that I'm giving you to get out to everybody. Does this make sense? Does this make sense? I have no interest in blowing up. And becoming a stadium band. I am the indie band. I am the band that stayed back in Seattle after Nirvana blew up, but made a great amount of money just playing in Seattle.

[00:14:37] And that seed that's me. That's the kind of person I am. And the thing is is I like being a best kept secret for you all. Okay. Just so we're there. Just so we're on the same page. I like being completely upfront. This is where we're at. Just so you know who the hell I am. I want to get to know you more that this is what we're all about.

[00:15:00] This is what meat roost is about. This is what the roosters are about. All right. So here's what we're after. Here's what we're after. What we're doing together this week is simple. Day one day one is this. I'm going to show you the platform today. We're going to work together to set up your business. How many of you have not set up your first business and meet roofs yet?

[00:15:21] Just give me a big, yes. If you haven't yet, let me know if you've already set up your business type. The number one. If you set up your business just Stipe. Yes. If you've already set up a business type, the number one that gives me a good feel for where you're at. Okay. We're going to go through the platform today.

[00:15:37] I'm going to show you the key things that you need to do before we are done in meat roost. Before you get started into any client outreach, I'm going to show you exactly what you need to do so that you're set up to get a client. That's what we're going to do tomorrow. We're going to find our perfect clients.

[00:15:54] We're going to find our perfect clients. We've got the software set up to reach out to them. We're going to find and attract our perfect clients. Okay. We're going to be daily this week. We're going to walk through it. So day two tomorrow, we're going to use what we set up to go get our clients day three.

[00:16:09] We're going to be selling our customer generation service. I'm going to show you how to actually do that. Okay. I'm going to walk you through. I'm going to show you how we actually do that. Okay. Day four, simply this we're going to get into actual niche funnels, and I'm going to walk you through that. And then day five, we've got a closing ceremony inside the Facebook group where we're going to celebrate everything that we've done, and we're going to put it in the final amount of work so that we reached out to all 50 of our potential clients.

[00:16:37] And we've got tons of seeds planted for ourselves coming out of Rainmaker week and into next week. Does everybody understand what we've got this week ahead of us? It's not a ton of work, but it's important work. It's important work and that's the key. Okay. That's the key. Okay, good. Now we start, we got to get her minds, right?

[00:17:05] This is so important. By the end of this week, you're going to set up a lead generation system for your business. That will forever change how you get clients. I don't say that lightly. You all have to understand that the second that I gave this to a few people early on that ran with it, it worked and it worked like crazy.

[00:17:26] You were about to have a giant weapon at your disposal, but you better treat it as important as it is. It's going to change the way you do things you're going to have. And please understand this. By the end of this week, you're going to have an offer that's 10,000 to $30,000 a year because everybody understand that we leave this week and you're going to have an offer, a product, a service that you offer that is 10 to $30,000 a year.

[00:17:58] It puts you in a league that's different than anything else you might have done before. This is huge. You're going to have to send out 50 leads by the end of this week. It's going to change you. Does everybody understand what it's going to do to you brain when you've gone through and you've sent out 50 leads, you've actually reached out to 5,000 real business owners.

[00:18:19] Does everybody understand the transformation that's going to happen in your head? Give me a yes or a number one in the box. If this is starting, because I guarantee you right now, there's anxiety going on in your head. Many of you there's anxiety going on in your head right now. And you're wondering, what did I get myself into?

[00:18:35] What did I get myself into? It should be nervous. Excitement. That's what it should be. That's what it should be, but that's where we're at. So keep that in. Hey, you gotta get your head right. For this. Also, you're going to know how exactly, how to deliver, how many of you would feel better? How many of you would feel better if you felt like you had something that you knew worked there's many of you that are scared to reach out because you've never had anything you actually believed in.

[00:19:03] That's it. You've never actually had a product or service that you believed in those of you. Like, here's the thing, those of you that are here right now. And I know your names, I know your names. I know who you are that have a product that you believe in are already successful. You're already climbing the ladder.

[00:19:18] You've already got clients. Those of you that are here, I know exactly who you are. You've already got that confidence in your products, but there's some of you here that don't and you're going to have that by the end of this week. Okay. Here's the thing you're going to gain access to a network experts that can help you.

[00:19:35] If you ever get in trouble, this is huge. You're gonna gain access to an ongoing source of new money opportunities. Every single week. I'm going to show you a new way to make money with what we're doing. How many of you that gets you excited every single week. I'm going to show you something. My database.

[00:19:52] I'm going to show you something from my database that we've used before that you can go out and make money. Here's the thing, many of you, all you're going to have to do is take one of those things and repeat it over and over in the same niche, doing the same thing. If you will do it for the next year, you will be blown away by how well you will do, but every single week, I'm going to open you up to a new moneymaking opportunity.

[00:20:16] Very, very simple, very, very simple. I should also say this when you get your head right. Understand that you don't have to have a traditional office. You don't have to have a big business. To do what I'm about to show you how to do this week. Word of warning. You're going to get uncomfortable because there's nowhere to hide this week.

[00:20:36] It's, you're going to feel exposed. You're going to feel like you want to hide. There's a few of you sit here right now that are hoping to God that I don't see your name. I guarantee it. You're hoping to God that I do not see your name in the attendees list that I'm looking down right now. And I see every single one of you, because it means that you're exposed.

[00:20:54] You actually have to do something. There's a few of you that are going to try to hide. That's okay. I'm not going to call you out specifically, but understand. I see every single one of you and I'm going to see the work that you're doing. If you're participating, you actually want to change. That's the agreement.

[00:21:08] Here's the other side of it. You're going to do the one. The thing that makes money, which is reach out to real business owners who need you. That's it does everybody here before we get started. Cause I have to lock it in that you get this. Does everybody here understand the only way you actually make money in this business is by reaching out to people.

[00:21:23] How am I making money off of you right now? Let's get real honest. It real transparent. How am I making money off of you right now? How am I doing it? Is it because you accidentally landed here? Is it because you accidentally landed here and you accidentally stumbled into this webinar. You accidentally stumbled in this training.

[00:21:47] I guarantee you it's not it's because I am exceptionally good at reaching out to you all the time. Would you all agree with whether you get tired of me or not? I am excited. Absolutely good. Reaching out to you on a daily or weekly basis. Yup. I guarantee you get tired of it. Sometimes I'm persistent. You know why I'm so persistent and this is the game changer.

[00:22:13] This is the thing that will change the way you think about everything that you do. Why is Atkins so damned persistent? Is it because he loves money? I like money. I don't love it, but I like it. Yeah, I'll be, I'll be answering questions at the end. Here's the thing I reach out to you. And am persistent because of one simple thing.

[00:22:38] I know that I've got the good stuff. I know that I've got something that works, and I know that what I teach makes an impact. Does everybody understand that? So understand the more, the more you understand about what we're doing this week and the more steps you take, the more confident you're going to be, which means the more you're going to be willing to reach out.

[00:23:02] Okay. No, you don't have to have an existing business to do this. Okay. So here's the thing you're going to be out of your comfort zone within the work start. That's okay. That's how you know, you're breaking through. If at any point during this week, you feel uncomfortable. If any point this week, you feel uncomfortable.

[00:23:25] It's meaning that you're doing something right. Everybody got that. Give me a yes. In the box. If that's understood. It means that you're doing something right. It's no more theory. It's actually doing it. Okay. Okay. Okay. All that said all that said I'm about to throw you in the deep end of the pool. I realized that I realized it's scary when you get thrown in the deep end of the pool.

[00:23:55] Um, but I've got you when you think you can't swim. I know you all can swim. I know you all can do this, but there's going to be times when you think that, Oh my gosh, this is overwhelming because it's moving really fast. People are actually responding to me and can I actually deliver? I'm scared. It's okay.

[00:24:14] I get scared too. I get scared too, when I'm doing something new, but understand I got you back. I'm right behind you. I will not let you go under, I will keep you where you need to be. If you get a client. And that client you're trying to do stuff and something's not working. I'm there. I get on the phone all the time with people and help them fix things on the fly.

[00:24:34] That's extended to YouTube. That's what meat roost is all about. That's what this is. It's a community. There's a reason that I don't want to grow it past a certain point. It's because I want to make sure I can deliver on what I promised simple as that. And I expect the same of you with your clients, but understand.

[00:24:51] You have an ACE in the hole with what you're doing, because I'm always here. I'm always available. You just have to reach out. So if you're excited, do me one more favor and we're gonna actually get into what we're doing today. Like I said, this is the longest session that we'll have because of the early stuff we have to do.

[00:25:05] Yeah. Type Rainmaker in the box. If you're pumped and we're going to get into our homework for the day and we'll get started, like I said, I want you all to actually go do this. I want you all to do it with me. But also if you can't do it with me right away, I want you to do it right as the call. Is over and I, you cannot go into tomorrow without having this done.

[00:25:23] Does everybody understand that is what being a Rainmaker is about. It's getting the shit done that needs to get done and not focusing on the other crap. Okay. So let's go to work. Let's get into it. Welcome to Rainmaker week. We've got a lot of work to do this week. You're going to feel stretched. You're going to feel tired when this is done, even though we're not going a lot every day.

[00:25:45] This is what it is. Okay. So let's get into it. Let's talk about this. All right. Day one, day one, it's simple. We have one core thing to do. You have a tool and that tool is very powerful, but if you don't know how to use the tool or you leave the tool up on the shelf, will the tool, do you any good? Yeah, I'm waiting for your answer.

[00:26:09] If you have a tool that's extremely powerful, but you don't know how to use it, or you leave it up on the shelf. When you leave to go do the work. It's no good. It's no good. So you've got this great tool at your disposal. You've got a great tool at your disposal, but if you leave it behind you, it's no good.

[00:26:28] But more importantly, if you don't understand how to use this thing, it's a problem. You know what those of you that are here with me, some of you know, I'm a huge basketball fan, right? How many of you are like, have heard me talk about basketball? Not so much lately because of obvious reasons, but I'm a huge basketball fan.

[00:26:47] And I want you guys to understand something about what I love about basketball. Somebody that he is extremely good and fun to follow that basketball is like an extension of themselves. Like that is part of their body. Does that make sense? Does that make sense? The basketball is like, it's a part of their body.

[00:27:11] And that's the thing. When you watch something, someone like Michael Jordan, when you watch somebody like John Moran, when you watch someone like Kobe Bryant, when you watch somebody like LeBron James, when you watch these people, it's like the basketball is an extension of their body. Meet roost, the software, Chris Paul.

[00:27:31] Yeah. Meet roots. The software should feel like an extension of yourself. It should be simple. It should not be something that's cumbersome. It should feel like it's an extension of what you do by the way. Let me just say this. If any of you here are using meat roost and something doesn't jive or there's something that's like, it feels like it's cumbersome.

[00:27:53] Tell me we'll fix it. We have an active development team. We have an active development schedule. I'm in the middle of a huge rehaul of everything right now, and ton of new features, but it's got to be something that works for you right now. Everything that's in meet roost is everything you need to get the job done.

[00:28:12] So, what is meat roost? You got to cover that real quick. It's a lead capture tool. It's a followup system, but more accurately. It's a library of proven systems that I've downloaded out of my brain and out of some of my smartest friends that work in certain niches out of their brains. And we put these funnels inside of meet rooms so that you can use them out of the gate.

[00:28:31] You can also put your own things in it. It's highly, highly customizable, but that's the thing. Out of the gate. If you have not picked where you want to go and who you want to serve yet, it's got a lot of really good things in it that you don't have to think about it. It just works. So we're not going to mess around today.

[00:28:49] You ready to get to work, ready to get to work. You got all the intro stuff out of the way. Like I said, this is gonna be the longest one we do because of the intro stuff and getting our minds. Right. Cause it's important to get that stuff. Let's get into meat. So here's what I want you to do. Here's what I want you to do right now.

[00:29:04] Okay. I want you all. While you're listening to me to have meat roost open in the background. I know I would never say this any other time when we're on a webinar, but I want you to have it open in the background. Log in, get ready to go. We walked through it. Anybody has it, any problems with anything that we're doing today?

[00:29:21] We're going to have an address for you to send support because somebody will more than likely have an issue here, there, because of where they live. They've got something that's different. That's okay. You send it to me. My team will get on it. We'll get it fixed for you. If for some reason you can't get something set up, I will log into the damn system and set it up for you.

[00:29:43] The point is you get it done. Okay. So let me know when you're logged in and type the number one when you're seeing the dashboard.

[00:29:54] Okay.

[00:30:02] Alright, cool. Alright, so I'm going to get into mine too. I'm going to get into mine too. Let me ask you a quick question. How many of you are logged in, but you've not set up a business yet. Type one. If you've not set up a business type two, if you have.

[00:30:20] Okay. So for those of you that have set up a business already follow me through this. Please keep listening because I guarantee you, some of this will make everything make more sense, but we're going to set up a business. So let's get into this. Okay. So John says he's unable to log in. John. You should be able to do a password reset and sit in the password to yourself.

[00:30:40] But John, if you can't write about now in the chat box, I've got a support link coming for you. Okay. I want you to send us a support link, let us know. And John, we'll get you in John. If you can't get in right now, buddy, if you can't get in right now, buddy, just pay attention. I guarantee you this will make sense and you'll be able to get in right after.

[00:31:00] Okay, man. Cool. Cool, cool, cool. Awesome. So we dive out of this. Can everybody see my screen? Just so we're locked in just so we're locked in here. Okay. There's something really important about the hierarchy of how this works, that everybody needs to understand. Everybody needs to understand this. Okay. The hierarchy of how this works is simple.

[00:31:32] It's businesses, it's funnels, it's campaigns, funnels, and campaigns. Don't matter until you have a business set up. So far so good. Everybody good with that. Businesses are at the top of the hierarchy. All right. Funnels are going to be where we do all of our customizations. That's where you can pull a template out.

[00:31:55] That's where you can take a template that we've already built for you. You can make modifications for whoever you're working with, but funnels are where we do large, a large part of the actual customization and the template work. Does that make sense? Give me a number one in the box. If that makes sense.

[00:32:11] Campaigns. And I w like I said, I want everybody to understand why we did things. The way we did campaigns are what you do on the fly campaigns are going to use a funnel that you customized, but a campaign can set up, be set up in about two seconds. Well, let's just say 10 seconds. So once you have the funnel in place, you can set up new campaigns over and over and over again.

[00:32:35] And where this comes in handy is if we want to set up a campaign just for Facebook leads, we want to set up also a campaign for Instagram. We want to set up another campaign for a LinkedIn or YouTube. So the idea is you have one funnel, but you want to set up multiple pages using that one setup. That's why we do it that way.

[00:32:55] Instead of having to go all the way through and create a brand new funnel, every single time we're using the same funnel, but for different traffic sources. So it might end up looking, you know, something like a, if I were to switch businesses right now, and I'll actually show you one of these businesses here, it might look something like this, where we've got, okay, this CrossFit it's the same funnel, but this CrossFit is an Instagram.

[00:33:18] There's two ads for Facebook. And then we've got one of these things that's on a blog post in the actual blog. Does this make sense? So campaigns are where we create really fast things that we can use in different places, but campaigns are all going to be using a funnel. Okay. All going to be using a funnel.

[00:33:42] Okay. And I'll go through this with you. I'll go through this funnel. The idea here is as though as this, when you set up one funnel, when you set up one funnel for a business, when you set up one funnel for a business, that funnel can now be translated to any new business you set up as well. So once you get one thing you've tested, it's working that funnel can be translated to the next business as well for each site.

[00:34:13] Okay. You can absolutely set up multiple funnels. I've got it set up so you can set up multiple funnels and that may be where you're wanting to split test a headline. So if you wanted to split test the headline, you would set up multiple funnels. That almost looked exactly the same, which is why you can copy your own funnels.

[00:34:32] Does everybody understand that? So if you're wanting to split test headlines, if you're wanting to split tests, backgrounds, you do that in the funnels. But when we're wanting, just run different campaigns, but track it by where you're doing it. That's where we do campaigns. Does everybody follow me at least from a 10,000 foot level, this will make more sense as we go.

[00:34:51] But just from me explaining it good. If you've not done a ton of internet marketing, some of this will be a little off, but, but this is the thing. And I'll show you here to second as I'm actually showing you this. This is we're going good. So we're going to start with just setting up a business. So I want you to do this with me.

[00:35:05] This is where we're gonna get into the, doing it together, set up a business. And what I would do is I would go into new business and it's going to have a setup that looks like this. Does everybody see where I've got set up a new business on the screen right now? Okay. So the idea here is, is we are setting up a brand new business.

[00:35:29] And that business is going to be that busy. And this is going to be either for ourselves or for a client. Everybody good with that either for ourselves or for a client. Now, those of you that are here right now, if you want to start getting clients, the first business that you're going to set up is a business for yourself.

[00:35:53] Give me a number one. If that makes sense. I just want to make sure we're following on. Even if you don't understand everything else. That's it with the plan that most of you are on right now, which is the starter plan. You get one business, right? You get one business. Now, why is one business enough?

[00:36:09] Because you don't need any more businesses. You don't need to pay Atkins any more money until you have a client that signs up with you. Is that fair? Is that fair? Good. Now the idea is you can upgrade any time you can upgrade any time. But the idea is I did not want any of you paying any more money. And so you have a reason to spend more money.

[00:36:31] I don't want any more of your cash until this tool is actually making you money and the client is paying for the upgrade. That's the way it should be. The only reason you're paying me right now is because you need a tool that's going to get you leads. And so that's what we're going to build right now.

[00:36:48] So I want you to go in. You know what you'd actually set this up and what I'm going to have here is for most of you, I want you to type in your business name. Now. I actually want you to type in your business day. Got it. I don't want you to necessarily type in the name of your business. I want you to actually type what I typed here, which is your business name.

[00:37:20] Some of you may be thinking Atkins. You actually want me to type in, um, Bob's agency. No, I want you to type in your business name. Everybody. Follow me on that.

[00:37:37] Now here's the reason there are many of you that have an agency right now, but you don't have a good logo. I'm sorry to say it. You don't have a good logo yet. And you're going to tell me that you can't get this work done because you don't have a good logo and you're not going to put yourself out there till you're ready.

[00:37:56] How many of you had already thought of that? Excuse and you're pissed at me now because I just stopped it into the mud.

[00:38:06] I know, I know. I'm sorry. There's so many of you that don't have a logo. There's so many of you that would have told me, well, Atkins I'm stuck on day one that cause I don't have a logo and yeah, I've got to go to Fiverr, which means I've got to wait on the Fiverr. I've got to wait on the designer. How many of you right now?

[00:38:28] This is one of the sticking points that's kept you from actually getting shit done. I know. No more. That's not what we're going to do here. Okay. Listen, if you got your stuff cool. Cool, but you're good, but you're good right now. I want you to type your business name here. Okay. That's it. Tell me when you're done.

[00:38:54] Tell me when you're done. You got that. Started what somebody says. What if I don't have an existing business? Guess what my answer is. If you don't have an existing business, what's, you're supposed to type in this name. What are you supposed to type in this name? If you don't have a business yet type your business name, literally type what I typed on the screen.

[00:39:17] Not I'm not typing this so that you put your business's actual name in it. I actually want you to type these words. Good stuff. That's a great question. By the way, if we have a business name still type in your business name, you could go back and change this anytime you want. But right now, stick with me.

[00:39:36] Don't make it complicated. Just do this for me. I promise you, I'm going to trick you into being productive this week. I'm going to trick you into not listening to your brain, which is wanting to be perfect because I am the same person you are. And I always want everything to be perfect before I put it out.

[00:39:53] But this is what we're going to do. I'm going to trick you into getting money, money in your bank. That's my promise to you. So that later on, you don't have to worry about money and you can just start doing what you need to do. However you want to do it. You know, why it's, you know what, it's easier to be a perfectionist when you got a ton of money coming in, it is all right.

[00:40:15] The next thing is type your actual name. So for me, it would be been, been Atkins. I'm just going type it Atkins in there. Got it.

[00:40:28] So Ben Atkins type, this is your actual name. Don't type in Atkins in this way.

[00:40:38] Okay. The next one type in owner. Okay. Type in owner.

[00:40:49] And then the next one after that type. Yeah. Actual phone number into this box type your actual phone number into this box. Like your cell phone, where you want people to call you, just put your phone number in here to start. Okay. This is what we want in this box. Some of you, this is going to be something that's.

[00:41:11] You know, it's going to take some getting used to because like, you've already done this stick with me. If you think this is sort of, Hey, I've already done this Atkins. Stick with me right now. I promise we're going to get through this quick. Put it in your actual phone number here. Okay. Put in your actual phone number.

[00:41:26] Don't overcomplicate it. Keep it simple. All right. All right. Now next we're gonna put in our phone number.

[00:41:43] Next put in your email address. So for me, it's been@serialprogressseeker.com

[00:41:57] and I am located, my business is located in Jonesboro Arkansas. Now I don't mean to be. I hope nobody feels like I'm talking down to them that that's not it at all. I just want us to get done with this when you hit the next button, let me know when you're ready to hit the next button and you've already hit it.

[00:42:13] Let me know. And I will hit the next button to just give me a number one in the box. When you hit the next button, pick, done whatever you want to do. Well, good, good stuff. Hey, doesn't it feel good to be moving? So I know this is the basics, but let's keep going. So next Twilio step. How many of you have gotten stuck on Twilio stuff?

[00:42:36] So far, if you were trying to set this up, if you got stuck, let me know if you got stuck on Twilio stuff, let me know.

[00:42:48] Okay. I'm gonna walk you through Twilio. I'm gonna walk you through Twilio. We're gonna get it done. We're gonna get it done together. So Twilio, this is a Twilio account. Okay. This is a Twilio account. Some of you will have a little bit of a bigger Hill to climb with Twilio because you live in a country where they have to confirm things.

[00:43:12] I am aware of that. You let me know if you need any help and I will help you get through it privately, but this is sort of a standard Twilio count and what it looks like. Okay. So at Twilio, there's four things that we have to have. We gotta have this sucker, which is our Sid.

[00:43:42] Ashley, I'm tagging you in a question, just so you've got it.

[00:43:51] The next thing is we have to have this auth token. I'm not going to type in my off token. I'm not going to type in my off token right now. Does everybody understand why I'm not going to type in my off token right now?

[00:44:08] Privacy? Okay. The reason I'm stressing this right now is I don't want you showing anybody else you're off token either. And that's important. Okay. That's important. So the next thing I'm gonna do is does everybody see this phone number icon? You may not have the phone number icon on your screen. Okay. You may not have the phone number icon on your screen.

[00:44:41] You may just have this all products and services thing down here. So if you click on that, you'll see down here under super network phone numbers. If you were to click right here, it would pin it. It would pin it, but we want to click into phone numbers when everybody can see me switching, let me know. So you can see this, everybody see this.

[00:45:05] Everybody see this. So the ballgame is, is I'm going to go in and set up a number. I'm going to go in and set a number up. So I'm going to, does everybody want me to actually go through this or am I boring you to tears? Everybody want me to do this? Or am I boring you to tears?

[00:45:26] If it's not necessary for you? Stick with me a little longer. I promise it's going to get good for you in a minute, but yeah, let's set this number up. So I'm going to go to the number and I'm clicking the plus. Everybody see that this plus right here, we're gonna go to the app and I'm going to just type in the number.

[00:45:48] So I want for this particular business that I've got, I want it to be in this setup. So I'm going to go. And the matching was the first part of number. I'm going to select voice in SMS. Okay. Voice and SMS. If you want to do an eight and a toll free number, just go in and type something like eight, eight, eight, and you're good to go, but I'm going to go local with this and we're going to search.

[00:46:16] Okay.

[00:46:23] Everybody. See what I did.

[00:46:29] Super simple, super simple

[00:46:35] with what we're doing. You don't need a lot of multimedia type messages. Okay. So really just SMS, but most of these have them anyway, I'm going to buy a number. So it's asking me if I want this number and I'm going to pay the monthly fee for it. I do. So six eight, six four four eight five.

[00:46:57] William sent a screenshot. Here's what I'm going to do. Does everybody see where it says friendly name? Does everybody see where it says friendly name here? Do me a favor and do this. Put my main agency number. The reason is, is when you start filling this up with clients, this friendly name is going to be super important that you understand which number is which.

[00:47:31] So just the standard thing for anybody, especially more of my power users that have been here awhile, have them labeled under friendly names. So you know what they are. Okay. And now I'm going to click save everybody. See what? I just did, everybody good so far. So this number has been updated. Now, what I'm going to do is I'm going to grab this phone number.

[00:47:55] I'm going to go back to me roost, pop that phone number in here, and I don't even need the plus one here, but there we go. We're gonna pop that in here. Also, I'm going to grab the Sid and we're going to pop that right here, everybody good. So far,

[00:48:13] super simple stuff. But this stuff is making sure you get set up correctly. Now, the only other thing that I would have to do to set this up is I would have to have this auth token, the auth token. If I click the home button, it's this protected thing right here that I'm not going to put in right now, because I don't want to give my auth token away.

[00:48:34] And neither should you, but that's what would go in that box right there. We good. If you don't put it in. It's going to tell you this. So what I'm going to do right now is I'm going to grab my off token with my screen, frozen, pop it in the box. I'm popping it in the screen so we can go to the next screen.

[00:49:02] And this is what the next screen looks like. Does this screen, does everybody to this screen? Give me a yes. If you made it to this screen and you were setting this up, if for some reason you didn't. And because it couldn't get there, make sure you hit up our support desk. There's a link in the box right now.

[00:49:17] Tell us about it. If you're a UK person and maybe you're having some issues, meet roost should be able to work everywhere in the UK. We're good to go. So I've corrected my errors and now I'm on the next screen when you've got your Twilio put in, let me know if you ran into problems and it's because you're having trouble with Twilio.

[00:49:35] Let us know at the support desk, we'll get you taken care of. I promise.

[00:49:43] Okay. What if you already have a Twilio account and Sid yeah, you can use the same deck. So Vic, you don't have to use a new account, but I try to set up new phone numbers for every business. It'd beat ruse so I can keep everything sort of separated. It's considering it's a dollar a month for phone number, not a huge expense.

[00:50:00] Great question buddy.

[00:50:07] Great question. Okay, everybody good so far. Give me a big, yes. If you're through this part, I want to make sure we got everybody as far as we can get them. Phillip says, how do we edit our Twilio settings, Phillip, at any point, any point that you get stuck, you can go to business and edit business and you can edit your Twilio settings in here.

[00:50:29] Okay. Erin, send that to me. Let me know what you got.

[00:50:38] What about putting the Twilio number in the, in the general info tab? No, this is your number. This is where all the calls will forward to do not put a Twilio number in here. Do not put a Twilio number in here. The only place the Twilio numbers go is here. Everybody good with that. This phone number is your phone number or the phone number of the business.

[00:51:08] And we're there. Anytime you want to go into your Twilio stuff and edit the friendly name, you go to active numbers. You select your number. You can edit your friendly name, that stuff there. Okay. Good.

[00:51:26] Probably at least a 10,000 foot view, those of you that didn't run into a few things. Does this make sense? Does this make sense? Cool. Alright. Image 400 by 100 is what you're going to want to stick with. Okay. I'm working on some image, resize things in here to make this easier, but 400 by 100 is what you're going to want to stick with.

[00:51:52] How I do that is I go to Canva. 400 by 100, put in my logo, download it, upload it there. So here's my logo. I put it in there. If you don't have a logo, don't worry about it because right now I'm going to give you a logo. Does everybody understand?

[00:52:18] So here's what we're going to do this logo right now should be your business here or your business name. So here's what I've got.

[00:52:33] I've got a link for you all. I've got a link for you all. That takes you to a page where you can get this logo. Is everybody paying attention where this is? It's right inside the software. I'm gonna show you how to get to it. Does everybody see this bell down here at the bottom? Give me a big, yes. If you see the bell.

[00:53:01] So here's the idea. Here's the idea. This bell will have every training that we've ever done on the sidebar. So anything we've ever done is on the sidebar. What I want you to do is I want you to scroll down, scroll down to this one. Does everybody see kickoff call? Everybody see kickoff call. If you click it, it takes you to this page.

[00:53:33] If you go all the way down to the bottom where it says resources, there's a resource that says your business here. I want you to right click or control and click on a Mac save link as, and I'm going to save this, which is your business logo dot P and G. I'm going to save it to my desktop. So we got it there.

[00:53:55] I'm going to hop back over here to meet roost, select new image. Go to my desktop. Your business logo goes here, everybody see what I just did and how we got our image in there.

[00:54:12] Super simple. You don't have to have a logo for your agency yet. If you're just starting out, you don't have to, I actually don't want you to, because it makes it easier if you do it this way. Okay, leave your colors as is domain name, go and select locals. VIP. Super simple, everybody good. Just select one of the ones we built in for you.

[00:54:41] Don't worry about setting up your own domain yet. Just don't it's just a pain in the butt. That's going to keep you from doing the stuff that actually matters. How many of you that hurts your brain? I'm raising my hand right now. I'm raising my head right now because it hurts my brain that I'm not setting up my own custom thing, but you know what?

[00:54:59] It keeps you from making money. That's this that's the little perfectionist crap that keeps me from making more money. Simple, simple. Don says, could you make the default logo be this where your business logo goes here? No, Don, because when we had, when we have our actual people that aren't agency owners sign up, it's super confusing.

[00:55:25] If there's already something there,

[00:55:37] if for some reason you're stuck right now, this is part of my process too. How many of you are stuck right now. And it's the first time that you're stuck because it's the first time you've been in the software. That's okay. I want to know that they didn't me a ticket to the link that I've got in there. I will log into your account and get you something set up if you're having trouble.

[00:55:59] And then I will explain to you on video, how we fixed it, everybody following me, if you're stuck right now and you can't move forward, take a screenshot of where you're stuck. Send it to me. We'll get you fixed. Okay. Okay. So use this domain, even if you've got your own domain, use this domain, use this domain.

[00:56:29] Then we click next on this last page. Did they it's page don't do anything. Few of you got stuck because of something. Whatever you got stuck with. Let me know if you have not logged into Twilio yet for the first time and set up a Twilio account. That's okay. What do you need to do immediately? When you get off this call, 80 everybody else, what do you need to do?

[00:56:59] Stephan? What do you need to do? If you're stuck, send me a ticket.

[00:57:08] So everybody understands. If you did not get the work done with me as we were doing it, do you at least know the work that you need to do immediately when you get off this call? Give me a yes. If so,

[00:57:26] Ross, are you talking about on this page? Are you talking about this page, buddy?

[00:57:35] Ross go back up into the list right now. It says this, go back up into the list and select one of these and it should reset it.

[00:57:49] Okay. So if you don't get it done with me, no worries. Either you send me a ticket because you have an issue with, I will go in and find out what's going on for you or. Or you do the work after if you're doing the work after and you get stuck, still send me a ticket, write down that support address right now.

[00:58:08] So that you're good to go. Okay, everybody good? Everybody. Good to keep moving.

[00:58:15] So once you do this, once you do this, your dashboard is going to look like this, but it won't have any campaigns in here. Okay. It won't have any campaigns in here.

[00:58:32] So,

[00:58:36] what do we need to do first? First, we need to go set up a funnel. First. We need to go set up a funnel

[00:58:49] by the way, if you got behind, stick around for the Q and a and I'll, I'll go back and answer your question. Okay.

[00:58:59] Michael says, I'm confused where your logo here goes is saying your business logo goes here. Yes. Stick with me. It's okay. So what we're going to do next is we're going to go set up our first funnel. Okay. I don't want you to do this just yet. I want you to actually watch me.

[00:59:29] Everybody understand the next section. I don't want you to do what I'm showing you. This part. I want you to just watch, okay. When you're ready to watch and you're at least through, or you're taking a break because you couldn't go any farther. There's a few of you. Give me a big yes. In the box. So I know we're good to go.

[00:59:54] Those of you that have already gotten to this point and you're patiently waiting, you guys are awesome. Thank you. The other people that needed the extra help. Thank you too. And so we're a community and I really appreciate you guys being cool with all this. If you already know this stuff. Okay. That's what being a good community member is all about.

[01:00:15] Okay. So. Here's what we're going to do. Here's what we're going to do. The next thing is, is when we get done with this call, I have a little bit of homework for you and the homework that you've got to decide, and I'm giving you a little preview of your homework here. The homework that you've got to decide is what niche you're going to go after.

[01:00:34] I'm going to recommend three niches that you pick from, do you have to live in that niche for the rest of your life? Is this. And do this niche. Do you wed till death? Do you part absolutely not. You don't have to live in the niche that you're picking forever, but you've got to pick something. How many of you have been stuck for a long time?

[01:01:00] Because you've not been able to pick a niche and you jumped from niche to niche and you flopped and flopped and flopped. I know it will keep you from making money. So what we're going to do by tomorrow, and this is gonna make your brain hurt. This is gonna make your brain hurt. What you're going to bring to the call tomorrow.

[01:01:18] The first thing I'm going to ask you is what niche did you lock in for the next three months? I'm just asking for the next three months. That's all I want. That's all I want everybody good with that. Everybody good with that.

[01:01:39] So I want you to pick a niche and here's the idea. Once you pick a niche, here's what you're going to do. You're going to go into funnels and you're going to click new funnel.

[01:01:52] Everybody see this screen, everybody see the screen. Now, if you're brand new, if you're brand new and you're kind of willing to go with this and trust me for the first little bit. I've got one of three niches that I want you to pick. Okay. It's this? I want you to pick either chiropractic or dental or gyms and fitness centers, chiropractic dental gyms.

[01:02:19] Does everybody understand that?

[01:02:24] Does everybody understand that?

[01:02:28] Why, why here's, why. Most of these places, most of these places need a lot of help right now because they're going in waves of being able to open it and not open. There are a few of you here that I guarantee right now in the background are saying Atkins in my area, gyms aren't allowed to open right now, or chiropractors aren't allowed to open or dentists aren't allowed to open.

[01:02:56] How many of you were having that thought in the back of your head right now? It's okay. I know exactly what's going on. I'm not ignoring stuff, but do you understand that probably one state over or in a country that you don't live in? There are dentists that are open. They need help. There are chiropractors that are open that need help.

[01:03:18] There are gyms that are open that need help, and they are allowed to be open. Do not pin yourself into thinking well, they're closed here. So I, I, I'm not doing anything, everybody good with that. Don't come up with a stupid ass excuse as to why you can't better yourself.

[01:03:41] I told you, you were going, your brain is going to start doing gymnastics. We need it's uncomfortable. Don't do it. There are plenty. The reason I gave you those three is there's plenty of them open. They need a ton of help right now, and they are open to being helped. Okay. Any of those niches is equally good.

[01:04:04] Any of those niches is equally good. And even if they're closed right now, I would contact some of them. I would contact some of them because they're going to need your help when they do start to get open. Everybody good. Ben does this need to be local? It needs to be a business, a brick and mortar. But it doesn't have to be local to you now, am I saying that each and every one of you here has to pick one of those niches?

[01:04:34] Am I saying that he, that you have to pick one of those niches? Am I saying that? Absolutely not. Not, no, no, no. There are several of you here that are talking to me about real estate. Go with real estate. If that's where your heart is, go with real estate. I've got a real estate funnel coming up in the next couple of weeks.

[01:04:53] I've got a roofer funnel coming next week. I got plenty of new things coming in next couple of weeks. I don't care what you pick, but if you don't have a niche in your head already pick one of those three. If you understand that, and you've got your niche locked in already, or you can have it for me by tomorrow type the number one in the box.

[01:05:15] Okay.

[01:05:22] So I need that by tomorrow. So here's what it is. What we're going to name this funnel. Is this,

[01:05:32] what we're going to do in this funnel is we're going to name it, reach out funnel, and you're going to name it after your niche. So if it was chiropractic chiropractic, everybody got that. We're going to reach out funnel, niche, name,

[01:05:54] simple stuff, right.

[01:06:00] What's you're going to do after that is you're going to select one of these, one of these either chiropractic CrossFit massage. That's the way that I would go with that one. Dental wedding whitening. Or gym free trial, mom fitness. Joseph's can you do more than one niche? Yes, but Joe, what should you start to do in the beginning before you get complicated?

[01:06:24] Just start with one, start with one and get good with one. So everybody here chiropractic cross massage, dental wedding whitening, or gym free trauma fitness. Now, if you're doing something that's different, that's fine. Pick one of these and get started. So you got that. It's going to, pre-populate everything that's here right now.

[01:06:49] You're going to see the meat reus logo here. You're going to see the meat reus logo here, but pretty soon that'll change when we get this done. So from here, what are we giving away? This is a great giveaway. This is all this leave this as is because it's pretty much done. You have all these customizations.

[01:07:13] But my, I implore you leave this as is, like I said, in federal name, once you select the template, it'll change this reach out. And then the ditch cool.

[01:07:39] Select the template. Select the template, select chiropractic, select dental wedding whining. So chiropractic CrossFit, massage, dental wedding whitening, gym free trial. Mom fitness, go from there. We good.

[01:07:58] The rest of this stuff, leave it exactly as this. And then click save.

[01:08:13] Ben says, this is not clear to me yet. This is Legion for us, but where are we creating an offer? Ben stick with me. I promise this will make sense as we go. Okay.

[01:08:31] I promise this will make sense as we go. Now, here's what I want you to do. You've got your funnel set up. You've got your funnel set up. Now we're going to set up a campaign that uses that funnel. So we go to new campaign. Can everybody see where it says funnel template right here? Give me a, yeah. If you can see that on your screen right now, I just want to make sure that I'm caught up.

[01:08:59] Does everybody see how now that logo has been replaced? So what we're going to do is I'm going to go into here. I'm going to go into BA so funnel template, reach out chiropractic.

[01:09:23] We're going to name this email. Reach out. One,

[01:09:37] how do I get to this page? You go to campaigns. We go to campaigns, we got a new campaign. 80 says when I go to the new campaign, it goes to business set up 80 because you don't have a CA you don't have a business set up yet. Does that make sense?

[01:09:59] Cool. When you get that business set up, all this will make sense. So we go to campaigns, we go to new campaign. I'm going to select the funnel that I just set up, which is the ReachOut chiropractic. I'm going to cut. I'm going to put email, reach out what I'm going to just come up with a name here. So I'm gonna call this email, reach out one.

[01:10:28] You can call it whatever you want, email the business. Yes. You may not understand what we just built yet, but can everybody do that? If you can do that for me, and you can set this up, even if you don't understand what we built yet, can you do that? Just give me a yes. If so. I fully understand a lot of you don't understand what we're building yet.

[01:10:56] I'm okay with that. It is going to start making sense very, very soon, very, very soon, like in the next five minutes. All right. So now that this is done, we go to campaigns. We save this. Obviously we go to campaigns. We go to view campaigns. Could everybody see email, reach out one? The one that we just corrected, like the one we just set up, see this.

[01:11:27] So I'm going to click into this. This is your URL. This is your URL. So what we're going to do is whoops, let me grab this.

[01:11:44] Copy it.

[01:11:48] Can everybody see this page right here?

[01:11:57] Okay. Real quick survey. Don't feel bad. I'm not going to call your name out one way or the other. How many of you understand what we built and how many of you still don't get why we did this? The way that we did it.

[01:12:12] Give me a number one. If you understand a number two, if you don't

[01:12:21] it's okay. Either way. I don't mind if you don't get it yet. It's okay. But I'm going to explain it real quick. Okay. Here's what we did. Here's what we did. We're going to send this out to all of your 50 leads in the niche. Now, if you're doing dental, it's a dental funnel. We're not going to do the chiropractic funnel.

[01:12:49] If it's gyms, it's the gym funnel. If it's, um, real estate, it's the real estate agent, right? Like we're doing this all for whatever niche you're in. Harry, send me a, send me what you did and we'll get it fixed, buddy. I'll take a look by the way anybody ever runs into an error. What do you do immediately?

[01:13:07] Look back. See if you screw something up, but then come back and say, Atkins, what's going on, Atkins. Fix it for me. I will log into your account for you. And we're there. Somebody says, Joseph, what does wide mean? Wad is a term for CrossFit stuff. Okay. It's the workout of the day. You get the idea. It's, it's the vernacular that we're going for there.

[01:13:26] What I'm going to show you guys how to do tomorrow is this I'm going to show you exactly what you need to do. To send out, to find and send out to 50 people. And I want them to see their business in this page. When you put it in front of them, I want them to go through the funnel if they're interested, because they want to see the magic happen in how this works.

[01:13:54] Now, let me ask you a real quick question. If you were to send out to 50 leads, If you were to send out to 50 leads, Harry, send me a ticket and I'll get on that, buddy. I'll log into your account. When you carry, when you send me a ticket, like give me your login and password. Um, and I'll log into your account and I'll double check everything for you.

[01:14:15] Okay, buddy, by the way, that stands for everybody. If something's not working and you feel like maybe you set something up wrong, send me your stuff, but send me your password. I'm this close to having something in the system where I can log into your accounts when you ask without you having to do that.

[01:14:28] But if you send me that stuff I'll log in or someone on my team will log in and we'll make sure good any of you that gets stuck with the thing. Harry you have a four Oh four because you set up your domain name incorrectly. Um, and what I will do buddy, is I will look and see what is not set up correctly.

[01:14:48] Harry, in the meantime, go back to your business, set up, set up the domain, just using one of ours for this step. Trust me when I say it, won't matter about the domain. Okay, buddy. And that'll get you set up and that'll get you fixed. In the meantime, or you can stay with us and Harry I'll help you get the actual domain fixed in there.

[01:15:13] So Harry, go back into your stuff, go back to business, go back to edit business, go over here to brand Harry, you've got your domain stuff in here. Get out of this. Get out of, use your own. Go back and select this. Okay. If you can't do it, we'll get it fixed for you. Okay, bud.

[01:15:38] Now real simple, real simple here. What happens when you send this out to 50 people this week and of those 50 people who are the people that you should contact first for a sales meeting? Who are the people that you should contact first, when you, I'm going to show you tomorrow. Exactly what you need to send these people all 50 of them, exactly what you need to send them, but who are the people that you need to send and set up a business meeting with first, who are the people you need to call immediately.

[01:16:18] Those people that see this page and you tell them, Hey, check it out. They put their information in and guess what's going to happen. Guess what's going to happen. When they put their information in here in the back of meet roost in the back of meat roofs, this is what's going to happen. You're going to look in, and you're going to see that one of them put their information in.

[01:16:42] Does this make sense? So you're using this page. You're going to show them the kind of funnel that they could be running. And you're going to tell them in this email that I'm going to give you tomorrow. You're going to tell them, Hey, we were doing some really cool stuff. I want you to check it out. Here's the page we're using opt in.

[01:16:59] And you'll see how the magic of how all this works. And everybody that actually follows your instructions is what, when they show up in this lead box, because we're tracking the leads for this campaign, what are they. When they set this up in our minds, they are a warm lead instead of a really, really cold lead.

[01:17:21] Does everybody understand that? Does everybody understand that? By the way, I'm almost a Q and a so stick with me

[01:17:30] before I move on. Does everybody understand how your first business and meet roost is actually your business. And we're setting this up to capture leads for our business and what's going to happen when we get 50 different people that we reached out to, and they start seeing what we can do because we sent them this page.

[01:17:56] You're going to start getting opt-ins and those optins are going to have, you're going to have their phone number. You're going to have their email address. We're going to call them. Okay. Are we driving to the businesses after someone is interested? No, it's done completely online because my job right now is not just to help you grow a business, but it's to keep you safe.

[01:18:19] As you're growing that business. Does everybody understand that I don't care what you believe about any of this Corona stuff is going on right now? I'm going to keep your butts at home. I'm going to keep your butts away from people to close deals right now, because just in case, even if you don't believe in all this, even if you don't believe in all this.

[01:18:41] I'm going to keep you safe just in case. Does that sound good? So everything that I'm going to teach you this week is done from a distance it's done from the comfort of your own home, and you can do it without having to be face to face. That's important to me, whether it's important to you or not. Okay.

[01:19:01] So the other side of it is I don't want you to drive in a punch. Okay. So does everybody understand one more time? And I know I keep asking this, but does everybody understand from a 10,000 foot view what you need to do today? Why we're doing it to set ourselves up for the next thing we're doing tomorrow?

[01:19:20] Like I said, this was a little longer than I wanted, but we're getting some folks from the ground up started and I wanted to make sure we knocked this out of the park. Okay. So here's your homework tonight? Here's your homework tonight. You've got to set up your first business and meet roofs. Then attach it to a Twilio.

[01:19:40] Write that down. Does everybody understand set up your first business and meet roost and attach it to it? Twilio, I also need you the second should get off this call to go pick a niche and lock in with it. Do not show up for the call tomorrow without a niche. Don't cheat yourself out of any more time, pick a niche.

[01:20:01] You could always change it later, but get started. Trust me. Get started. Trust me. So pick that niche. Don't be scared. Just pick it. You're not married to it. You can break up with it anytime you want. If it's not working out it's okay. But the ballgame is you've got to get this done. In the next hour, pick a niche, set up your Twilio.

[01:20:26] If you get stuck, I want to hear from you in the next couple hours. Okay. I want to hear from you the next couple of hours, Harry says, can we continue to use the URL that you provided? Harry? I rarely put in a custom domain. I always use the systems. Don't mean. So the reason is because it doesn't matter.

[01:20:50] Okay. So. Tomorrow, first question is, did you get your business set up? I want everybody to be able to tell me yes. Number two, number two. Did you pick your niche? I want everybody to tell me. Yes. Number three. Did you set up your first funnel and your first campaign? I want everybody to tell me. Yes. Does everybody understand those three things for tomorrow?

[01:21:25] I already have a few of you in the chat that are giving me. Well, I've got to do this. I gotta be a later. Okay. Okay. But why are you here? Why are you here? Get it done. And if you can't get it done, because you run into a roadblock, what, what better you do? You better reach out to us so we can get that roadblock out of your way.

[01:21:51] Go. I am not going to hear one damn thing about someone says, well, I couldn't get it done because of this. If I didn't hear from you, it's your own damn fault. Alright. Okay. So the last part of the homework Homero is a hundred percent. What I just said, the last part of the homework is actually setting up the funnel and the campaign.

[01:22:16] Okay. So what I'm going to do is as soon as I get this replay done for you guys, I'm going to post it up so that you guys can get started. I will do my best to hurry on this, but I'm also going to stick around and answer questions. Okay. I'm also gonna stick around and answer questions. Here's the thing that we're going to do together.

[01:22:39] Hang on two seconds. I want everybody to look at their screen. Right now, can everybody see Facebook on your screen right now?

[01:23:00] Here's what we got.

[01:23:04] It's going to say Rainmaker. They won.

[01:23:17] Post the link to your first campaign below

[01:23:33] everybody. Got it.

[01:23:37] So, what I'm going to do is I'm going to post this it's in the group, but right now in your chat, I'm putting a link. If you got your link done, I'm gonna give it to Ashton so she can post it for me. If you've got your link done, I want you to get in there and post a link to your first thing, Randy, just beat the crap out of every single one of you.

[01:24:02] Rob was a close second. Don coming in hot at third. How many of you are freaking inspired right now is inspired as I am by watching what is happening inside of our group right now. I know I'm pumped up. We got someone else about to come in hot to listen. Get in there. Get it done. If you don't. If you got stuck in the last little bit, that's fine.

[01:24:30] I want to see you show up. Like these individuals just showed up. If you couldn't, you better tell me where you're stuck and we're good. David says, can we get an accountability group going, David? Do you see my answer to your question right here?

[01:24:49] Do you see my answer to your question right here? That was a great idea, buddy. Right here. My man, this is where the accountability is. I want to know that you're done. I want to put you on the wall. This is the wall. Look at this, look at this. This is Rainmaker stuff right here. This is how it starts. This is how we get moving.

[01:25:13] That's what I want. If for some reason you got stuck because of the software you got stuck because you didn't know how to set something up. You come to me, I will walk you through it. We'll get you there. We'll get you ready for tomorrow. Okay. He posting your stuff in there right now. What I'm going to do is I'm going to hop in here.

[01:25:31] I'm going to hop in here and we're going to answer some questions real quick, everybody understand your homework, but all right. So let's see what I've got here. For those of us interested in real estate. There's not a good offer developed yet. Correct? Roger. I got one common. Roger, I'm probably doing real estate next week.

[01:25:54] I know Roger. I know Anthony is interested in that. I've got several people that are going to be looking for real estate. I am going to be putting real estate in next week. That is on my list. I'm going to have a real estate funnel in for you guys. We're good to go. Okay. In the meantime, Roger. I want you to create me something.

[01:26:18] So you have a link to post. You can change the funnel later. 80 says, what other tools do I need to make this work? 80? You need a Twilio account. You need meet roost. That's it. And you have to have an email account where you can send out some emails. But that's really, I mean, like I keep this super simple 80 because I like low cost startup businesses.

[01:26:42] That's the kind of businesses I start. That's the kind of businesses I love to teach people how to start. That's where we're at. Okay.

[01:26:54] By the way, for those of you that are asking, um, I've got about 20 niche things planned already, and that are about to go on the calendar. So there's a lot more coming. Okay. Where will this replay be posted? Um, Dean, can you see, can you see roost right now, buddy? Can you see roost everybody in Dean? Make sure you're looking at the screen right now.

[01:27:25] Can everybody see the little bell that I just clicked on down here? Again?

[01:27:33] Can everybody see this? This is the link that you all clicked. Some of you to get into today's training after today. As soon as I get off, this is going to change to where you are going to be taken to a page that has the replay, as well as the signup link. And every day, we're going to fill this with the replays as they get done.

[01:27:57] Does that make sense? Does that make sense? So when you're in the software, you will never be lost because you can always open up this door and you can always get to your stuff. So this is going to change here in a couple hours. This will change. And that's how you get to all the replays and everything that you need and we'll be there.

[01:28:15] Okay. So I've got a ton of things that I'm going to answer for you guys, because you guys have lots of questions. Here's the thing. If you were on with me and you want to go and you need to go go. Go, what I'm going to be doing in the next couple minutes is simple. I'm going to be cleaning up and answering questions based on the stuff that we already covered today.

[01:28:34] But I want to make sure that you guys were there. I would rather, you go work on the stuff that we need you to work on and get it done. Then be here for questions. Now, if you have questions you want to be here, stick around. I'm going to be here for it. Okay. Let's see here.

[01:28:52] Please explain attached to Twilio. Mike G do you still need that?

[01:28:59] The Twilio walk through, if anything, does anybody else need the Twilio walkthrough again?

[01:29:10] I'm still looking here.

[01:29:18] Eric. Can I read your thing out loud? Eric Eaton? Can I read your, uh, so guys, Eric Eaton says, got my first lead to call in one and a half hours. Is that true? I mean, I've seen that on my end, but like, Does everybody hear what I just said? If you just heard what I just said, give Eric a big round of applause in a Woohoo and a cock-a-doodle-doo because for roosters in the box, Eric has his first lead in an hour and a half and an hour and a half.

[01:30:00] Listen, I know you all have been through programs before where people have run you around and they're trying to get you to do a bunch of busy work. That's not where we're at here, folks. This stuff is in a huge, huge way. Something that each and every one of you can do. If you do the work, that's why I'm so hardcore with this.

[01:30:23] Okay. 80 says, what does Eric know that? I don't know. Eric is doing what I told him to promise. Okay. All right. Let's do Twilio one more time. Let's do Twilio one more time. Let me get my questions cleared out here. I've only got questions. If you didn't type type Q, Q, Q, or Q on your question so I can see it or the word question.

[01:30:47] It helps me to see the stuff. If I don't see question or QQQ, it's hard for me to determine if it's just a comment or question, so make sure that when you type it, I've got it. I've got a whole list of questions that I'm going to do around here to answer. But first we're going to go through Twilio one more time so that I can show you guys.

[01:31:04] What we've got when you all can see Twilio on my screen, Michael says, how, how soon do I need to get my own agency name? Don't worry about that just yet, buddy. We'll talk about that tomorrow. So William says I have a Twilio phone number, but neither Twilio S I D phonus ID. So William getting into here. Can you see Twilio on my screen?

[01:31:35] So going back to the main dashboard. If you go here and you go to phone numbers. So all I did is I went to this little thing on the bottom. I went to phone numbers. I got to find my phone number in particular. That is the one for my agency. So this is my main agency number.

[01:32:02] Your phone number should be listed here. Your Sid should be listed right below that. Does that help?

[01:32:18] Perfect. Perfect. So everyone here for Twilio, you need four things. You need four things from your main dashboard, you need the CA account. Sid, you need the auth token. And then over here, you need to set up a phone number if you've not already. So you can click the little plus button up here to set it up.

[01:32:42] But once you set the phone number up, you go into it and you need the phone number and the phone number Sid, by the way, if you get stuck and you want a tutorial of how to do this, Inside of meat roost. If you go up to here where it says welcome and your name, and you go to tutorials, we've got everything that you need here with how to set this stuff up.

[01:33:06] So go to the setup, a new business, and it'll walk you through the Twilio setup and it'll be a much more tight video. Okay.

[01:33:27] Let's see what else we got.

[01:33:33] So the last part of the homework is what we did just now. Yes. Homero. Like if you did the homework already, you are good to go. You are good to go. Let me see what else we got.

[01:33:49] Uh, Steven says you've been helping me with problems I've been having with Twilio. Do you think I should just buy another Twilio number and build a new funnel and campaign? Um, Steven, you can, or I can jump back. And Steven, were you the one who I checked your funnel over the weekend? Was that your account that I was digging into?

[01:34:10] So Steven. When you call from your phone number, that's attached. When I call it, did you see my voicemails that came through to your system when you logged in today? Because I actually got into your account this weekend and I texted, so I got in and I called, right. I got in and I called everything's working on our end.

[01:34:36] What I'm trying to figure out, Steven is why. The landline doesn't work. I know why your cell phone didn't work. Your cell phone didn't work because it was the number that you also had attached to the thing. And when you're calling yourself, it'll give you a weird warning, but your landline is what I'm trying to figure out why that didn't work.

[01:34:53] So the good news is Stephen is it's working from our end, but I got to see what else is going on there. So I'm still digging in a little bit, but from what I can tell it's working, yeah. Call me later. Call me later. We'll set something up. We can chat. Oh, let's see what else we got here. Ah, let's see. Yeah, buddy.

[01:35:17] My pleasure. That's what I'm here for. Um, 80, would you be willing to release the training sooner? For those of us want to take a who to make sales before the week is up to 70 trial ends. Before we make money. I need this business to pay for itself 80. Here's the deal. Do you want to do it right? Or do you want to go in half cocked?

[01:35:37] Because 80, if you go in and you do this the wrong way, I promise you it's going to crash and burn. There are subtleties to what I'm teaching you, how to do that are very, very important. 80. If you go in, and if I'm saying your name wrong, by the way, let me know. If you go in and you try to rush this past what I'm doing, you're going to be in trouble.

[01:35:59] And that's all I can tell you. It's going to take me a good week to get across the subtleties of what you need to be doing so that when you talk to a business owner, you can actually bring the heat. So 80, my thing is this 80. I'm going to train you how to get leads this week 80. I'm going to teach you how to build out the funnels that get results.

[01:36:19] But 80, if you sign up a client and you can't bring the heat, that's not cool. So 80. I'm not going to release a funnel. I'm not going to keep taking you out of focusing on this training this week to get you a client faster. I'm not going to do that for any of you, because if I don't train you properly, if I don't train you properly.

[01:36:42] You're out there. 80 says if it takes more than seven days to close a client, the trial should be longer in my humble opinion, 80. Listen, if this doesn't work for you and the trial doesn't work for you, you need to go somewhere else. That's it. We have the trial in place, so you can get used to the software, but 80, you were running a business and you have to pay for tools to run a business.

[01:37:03] That's that's the long and short of it. If you were to set this up somewhere else, it would cost you at least $500 a month. I know that because I did it. My point is, is this. If the seven day trial isn't good enough for you, you don't need to be here. And I say that with all due respect it's I am training you how to do this so that you can rock it.

[01:37:27] If you can't afford to set this up right now, that's okay. I totally understand. You need to cancel your trial right now. And you need to roll because what I'm not going to do is rush this so that you can't actually deliver results. I told you my mission is not to make money with this software. Of course, we have to do that.

[01:37:45] My mission is to teach you how to help people. And I can't rush that past a certain point and I get it. I totally get where you're coming from. Don't think I'm raking you over the coals, but you have to know where I stand too. Okay. And like I said, transparency is key with me guys. The seven day trial is to give you time to get comfortable with the tool, the tool, and if it works for you.

[01:38:09] Great. But here's the ballgame 80, 80. Here's my thing. In seven days, should you be able to collect leads from people if you hustle? That you can start to close. That's cool. But that's the thing, 80. If this is not for you and we have no more dedication to the process than that 80, I can promise you it's not going to be successful.

[01:38:33] Anyway. That's all I say. And 80, I love you. And I want you to know, I love you. I want the best for you. And that's the reason I'm telling you the truth. So. Good stuff. Hopefully that makes sense. All right. So what else we got here? Um, the, uh, let's see, what else does meet roost have an auto responder so we can build a list that's from 82.

[01:38:55] And I think this is a great question. We are in the process and I didn't want to say this up front, but to everybody here, the most important thing for me with meat roost right now is making sure that after you build these leads for a business. That they can contact those leads anytime they want. Later on, we are currently building the architecture to give you all the ability to contact all the leads that you collect later on.

[01:39:19] That's not the most important thing right now, because what I'm showing you is how to get leads through the door the next week. But if you're taking the time to build the list, it just makes sense that you want to be able to contact them later. Right. Does everybody, does that make sense to everybody?

[01:39:34] Does that make sense to everybody? Yeah. And that's the ballgame. So into the software right now, that's something we're absolutely working on. It is not the core function that's going to make you money right now. It's an upsale. So how you all add things on later on for the businesses and you make more money will be through the autoresponder will be through the broadcast messages.

[01:39:57] But right now, trust me, when I say you don't need that to do really, really well. Okay. What else we got? What else we got? Um, let's see here, Byron, let's see Byron stick with this. Okay, buddy. Get all this other stuff out of your head. Byron. One of the main things that I see you doing, and I see a lot of other people doing is you're trying to do three things at once.

[01:40:26] How many of you here? And I think Byron's my, Byron's my guy, by the way, guys, like he's, he's, he's somebody that I follow pretty closely. How many of you feel like you're doing three things at once and you're hoping one of them hits

[01:40:52] here's the deal. Here's the deal. I am. I'm begging you. Focus on one thing. I don't care if it's this thing, because I'm just, just being honest with you. And I'm an upfront person. I don't care if you're one focuses this thing, but focus on one thing you were, you were going to be able to focus a lot easier when you start making money.

[01:41:15] But it's a lot easier to, for, to lose focus when you're making money and it not really ruin your world. Okay. So that's all I'm saying is like Byron pick one thing and go at it, everybody here, pick one thing and go at it. I think right now with everything that's going on, this is the absolute best thing that you can be doing.

[01:41:32] But I got to say, don't get turned in circles. Okay. I love you guys so much. I want you guys to be so successful if you're trying to do eight different things at once. You're going to run in circles and you're gonna get in trouble and the trouble is going to be that all of this stuff doesn't pay off.

[01:41:50] Okay. Anybody notice how simple, what I'm teaching you, how to do is so far anybody picked up on how simple this is like, yeah, there's some learning curve, but like overall, are we doing anything that's overly complicated. Are we doing anything that's overly complicated.

[01:42:16] Yeah. Anybody else picked up on how patient I am? Why am I so patient, I'm going to answer this and I'm get to some other questions. I'm super patient, because I believe in you, I believe that all of you are in a place where I once was and it's my job. If I'm going to achieve my goals, it's my job to help you guys through the hump, because here's the thing is everybody understand that you're running on an up and down path, but there's one big hump that all of you have to get over.

[01:42:46] Does everybody understand that there's one big hump that all of you have to get over, but every one of you has a different hump and a different part in the road. And I understand that once I get you over your hump, That you've got it. Like, you'll go like 90 to nothing. There will be no looking back. If I can get you over your particular hump.

[01:43:09] Now the idea here is this. I know that once I get you over your hump and you're successful and you're getting tons of leads, you're getting tons of business that you're going to come back and help me to help everybody that we're bringing into the system because. This community is about more than just us.

[01:43:24] It's about saving small businesses so we can do our part in saving the world and listen, they need us right now. Okay. So that's the ballgame. Everybody has a hump to get over I'm patient because I realized everybody has a different hump and I really want to get every single one of you over your particular hump, because it's important to me because it's important to me.

[01:43:48] Okay. So. Let's get to the other one. Um, where is the link for meat, roosts suggestions or niche funnel requests. Robert, are you still here, buddy? So I can show you this, everybody that wants to talk about, Hey, I want my funnel in there. I'm the soonest as possible. I want to suggest this feature. Check this out.

[01:44:07] Can everybody see, I'm going to go to meet reus.com. So meet rooms.com. If you just go to meet russ.com and you're not logged in, you go all the way down to the bottom of the page. Can everybody see where it says feature request right here? So if you click feature request, it takes you to this. And we've got a few that we're working on here.

[01:44:33] And the few that have been submitted recently, but what I want you to do is just type in here, your feature requests, and I'll look at it there. And that's how I, that's the easiest way to get it to me. And I'll see what we can do. I'll see what we can do. Okay.

[01:44:56] Harry says. So once I get a paying client, I've switched to the upgrade package. Yeah. So Harry, what you can do is you can always go into, um, into your set up and when it, and you actually are upgrading to a business and in your out of businesses, it will point you in the direction to upgrade your package.

[01:45:13] And it's super easy. You can do it pretty much right within the app. Okay. Good question. All right. I got more stuff for you guys. Um, let's see here. Roger says this all boils down to the offer and the quality of how we present it. Correct? Yeah. And I will have you guys be a masters at presenting this before it's all over.

[01:45:42] Let's see here. What we got, how soon do I need to get my own agency name? Wouldn't worry about it just yet.

[01:45:59] William. Are you still stuck on, um, Twilio stuff?

[01:46:10] Okay. William, do me a favor. Cause I'm going to go fix this for you. Um, send me a ticket buddy. And I think I know where you're at, but just kind of tell me where you're stuck and what it's telling you, and I'll get it enough. Fix the air for you. Any of you that get stuck on something I'll get in there.

[01:46:25] Okay.

[01:46:38] Let's see what else we got. I'm going down the list, guys. Anthony says, sit down his first email this morning. Couldn't grants. That's awesome. I love it. My niche is restaurants. Should I pick one of the three for now? Yep. Pick one of the three for now. Just to get your legs underneath you Martin. Okay. And we'll get into that soon.

[01:47:02] Uh, the offer in the gyms tale is about moms, but the image is all men. Um, Are we looking at the same thing, Tim? I'll I'll double check that buddy. Cause I've got women on my side, so I'll check it out. Okay. Ernie, is it possible to delete recordings of the leads Ernie? Send that into me as a feature request, buddy, because that's something I want to get.

[01:47:23] I think that's a great idea. When the client calls us, are they calling us through the Twilio number or our business number? Gail. Great question. Gail. Are you still here? Are you still here? So Gail. What happens is this is when they call, they're going to dial the Twilio number. So that's what will pop up.

[01:47:42] It'll actually send them a text message to their phone and it'll Twilio number in there. And what they'll do is they'll click that number and they'll actually dial, we don't care if they actually dial or not. As long as they put their information in, we can call them. But if they dial, they're going to actually dial the Twilio number, but it will redirect them to your phone.

[01:48:01] Does that make sense? So, whatever number you put in the business phone number, and that first set up, that's where the phone call will be redirected to through the Twilio number. The reason we're doing the Twilio numbers is so that we can track everything. Gail, just to give you a little insight ahead of time.

[01:48:18] One of the most common reasons that some of the leads won't convert at certain businesses is because the person working the phones won't handle it correctly. We like to record all those calls. And make sure that we know the leads calling so that we can fix those things. And we're not depending on them to tell us what happened.

[01:48:37] Okay. Yup. You got it. Awesome. Is there a good messenger reach out we can use for this, besides the email you gave us use the same script. I mean, seriously, I send out that exact script that we send out in the email for that, by the way, for those of you that don't know what I'm talking about right now.

[01:48:56] Don't worry about it. Get your homework done today. I'll give you this stuff tomorrow. You're going to love it. Let's see what else we got

[01:49:08] setting up businesses. Should the business phone be a mobile? So the SMS works now, Ross, it doesn't have to be the SNS will work because we're dealing with their phones. Not with ours. Ours can be a land line, cause it's going to be where they call. Okay. What is the campaign? Short link. Everybody pay attention to this.

[01:49:27] So check this out. This is what, um, Dan is asking. So Dan is saying, okay, Atkins, when I'm setting up a campaign and actually let me get into the actual campaigns. What I'm sending a campaign, there's a place that says campaign short link, right? That's something you come up with Dan, and it can be anything you want.

[01:49:46] So I usually like name it after my campaign, or it could be in school link. And what that's going to do is Dan, when you're done setting this up, if I were to actually go into one of my campaigns, so here's the email, reach out, see how this tailing part here, buddy, that tailing part there. That's what that is.

[01:50:05] So our system will create this front part for you, this front part for you, but then that tailing part is the one you create. Does that make sense?

[01:50:20] Okay.

[01:50:27] You recommend CA set using your business contact email? Um, yeah. Yeah, you can use whatever email you want in there

[01:50:39] when setting up for Twilio the first time. And I'm just getting to your questions here. When setting up Twilio for the first time, what service are we integrating Twilio into WordPress. Um, agile, um, nothing like, I mean, it shouldn't be, you can just say whatever it doesn't really matter. You can say WordPress, if you want, if it's asking you and it's definitely making you put something in there, Dean put it in there.

[01:51:02] Um, you could also put a CRM or other works, all that is buddy. If they're just trying to get a sense of how people are using it,

[01:51:14] where do we go to change the phone number to our client phone number later? You can set up a new business to do that, but Harry, you could always jump up here into businesses and go to edit business and you can always change the phone number that it's pointing to you right there. Okay.

[01:51:34] Let's see what else we got. Um, so would we need to use a link shortener or massacre so they don't see the campaign URL with our identifier at the end? No. Why would you do that? Don't outflank yourself. Somebody said earlier, well, this page is it secure? Doesn't matter. You're not trying to rank in Google.

[01:51:51] This is a direct thing. They're not going to get a warning on these pages. That's not the kind of security that we're worried about right now. Don't sweat, the small stuff. Does everybody understand that I've sent out tons of pages? I've sent out tons of leads using this exact system. If you're out thinking yourself, it's because you're scared.

[01:52:12] Don't let into that. Okay. And I'm not calling anybody here scared, but I'm just telling you when you start to outflank yourself and you're like, Oh, I can't do anything until this is fixed. There's some stuff I've got to fix for you. Cause you can't send out a link, but if there's anything you're not doing and you can set up all this stuff, you're out thinking yourself, you're out thinking yourself and don't do it.

[01:52:34] Don't do it. You guys deserve better than that. Okay. You guys deserve better than that. Alright, let's see what else we got. Oh, no, duh.

[01:52:48] Let's see.

[01:52:53] I'm almost through most of them.

[01:53:00] What else we got here? How do we collect clients? If we don't have a us bank account, how do you set up payments for anything? And we can walk you through some of that. But typically Stripe is a way that we do billing and they have Stripe supports lots of different places, Theodore. So Theodore, if you have run into trouble, we can help you out on an individual basis.

[01:53:25] Everybody understands that you guys have the Facebook group that you can tag us and now, right to. Right. Anything you guys want, we can look into it. Like you're not really just buying into a software, you bought into a mastermind. And that's what I want you to understand from this day forward. Somebody has your back.

[01:53:44] You're not by yourself anymore. You're not by yourself anymore. And that's important. Uh, questions there.

[01:54:04] David. Yes, you should be able to do that. Um, William, I got to see what you're doing, man. Like I said, send me your account stuff and I'll dig into it. Chris loved meat roost and thankful for your support and truly help these businesses. I sent up. Can't wait, buddy. I'm here for ya. Let's see here, Rebecca stuck on Twilio and can't get phone number.

[01:54:27] Sid. Rebecca, can you send me a screenshot of what you're seeing? Manir can you get me a screenshot of what you're seeing in Twilio, where you're stuck? Rebecca, if you'll do me a favor, if you'll send me your Twilio log in and pass and you'll send me your meet roots login and pass, I can get right in and look for you.

[01:54:48] Okay. You know, I got your back. I got to talk to Rebecca on the phone the other day. And it was an absolutely pleasure. So I hope we're, I hope we're still tight. I was, it was fun talking to you. Definitely send me that stuff, Rebecca, and I'll, I'll help you get set up. Anybody here, that's stuck in your frustrated because this is your first time in Twilio.

[01:55:11] You guys know that I got you, right? Like don't sweat it. I guarantee you when it's all said and done, you'll know how to use Twilio, like a pro. Because you're only going to have to use a small percentage of Twilio and then you never have to touch it again. So don't, don't sweat it. Okay. Dude, dude, dude, dude, dude, Tim, stick around for that.

[01:55:33] I'll show you that soon. Okay, buddy. I'll show you that soon. Okay.

[01:55:45] I'll see where the replay be ready for today. As soon as I get off of answering questions and can start processing it, we're hoping a few hours. We're hoping we have a new system to get our replays done faster and we're hoping we get it done. Fast. Good question. Um, so I can follow the tutorial and if anything you need is in the tutorial section for setup, by the way, anybody that wants to step by step where I'm not answering 50 other questions at the same time.

[01:56:09] If you go into the tutorial section, which like I said is right up here. If you go to the welcome with your name and you go to tutorials, any setup, stuff is already in there for you guys. I just wanted to be here to show you live. Cause I like I doing that and I like helping, um, Byron, since he's happy to help anybody with Twilio assistance, that needs help.

[01:56:28] Cool, buddy. That's awesome for this is what the community's about. Um, what point do you recommend setting up an LLC? Dean typically, um, you'll, you'll start to understand when you need to set up an LLC because people will be throwing money at ya. All right. And the second Dean that you get into a position that you need to set up an LLC, we can point you the direction that you need to go to get it done pretty easily.

[01:56:54] Um, we've got some good training inside of the digital agency, insiders mastermind training group. Um, I didn't want to expose you to too much of that stuff until I got you here today, but yeah, there you go. Uh, let's see what else we got.

[01:57:09] Did we get an email? When our customers get an email notification? I haven't gotten yet any in my customer say they've gotten a lead Zack, can I show you a hack real quick? You ready to catch? Cool little hack.

[01:57:25] Let me know if you're still here, buddy. All right, my man. Check this out, Zach, if you go into businesses up here and you go to edit business, can you see kind of what I'm looking at right now with your business name and all this stuff? Let me know. Okay. Can everybody see this? Where I'm in the edit the business screen?

[01:57:46] Give me a yes. If you can see this real quick. Okay. So Zach and everybody else, the first email in this box, the first email in this box is the one that is set up for the business. But after that at a comma, add the second email. So

[01:58:06] bob@businessname.com or whatever you got, if for some reasons that, um, you're not getting the email and they got the lead email. Do me a favor, send it to us, but double-check for me, buddy. Double-check for me, I want you to go into your business, like track checking the business, and I want you to make sure that they actually got the lead.

[01:58:30] So you can click into the campaign and you can see, did they get a lead and who was the lead? Right. And if you had your thing in there before, and my mouse is all messed up, all of a sudden, for some reason, If you had your thing in there before, um, by the way, a good thing. If you're doing webinars is to keep a second mouse handy in case your mouse goes nuts.

[01:58:53] Like I said, if you had your email there, you should have gotten it. What is the second email for? That's a good question. William. William, what have you got two people at the business that want to be notified when a lead comes in? What if for every business you want to get an email to. We put in a comma, we put in a lead, so it's always comma separated, but then we're going to put in another email in here.

[01:59:13] And like I said, this is good for notifications, but remember the first email is the one that shows up as it's from that business. Makes sense. Cool. Let's see. When the phone call is wreck is redirected to the Twilio number. Will we know that it's coming from Twilio? Yes. Here's why when you set this up and somebody calls your number, it is going to say that you have a new lead from, and then it's going to tell you can everybody see my screen right now?

[01:59:51] Does everybody see account settings? See where I've got this listed? This is like my master account. So no matter how many businesses I have, this is my master account. Anytime somebody calls a lead or like calls the number. It's going to play a short little message. When you pick up, it says you have a new lead from whatever's typed in this box.

[02:00:17] Cool.

[02:00:28] Cool. Uh, Chris, send me, send me a ticket man. I want to, I want to see what's going on with that.

[02:00:41] Where was the screen? Zach says where I saw their lead. So Zach, see this up here, buddy campaigns go to view campaigns. And if you have a lead it's listed under this right here. And so I've got a lead in this one. So I know if I click into this, it's going to actually list the lead. All of your leads will be under the campaign screen.

[02:01:12] You were welcomed my friend. Uh, let's see what else? Which emails are sent to the actual customers it's sent through the roost set up, Carlos, the reason we send it through the roost email is so that you actually get it delivered. It will say it's from who it's supposed to be. So it will say it's from the actual business, but it's from an email address that is from roosts so that we can make sure that it actually gets delivered for you.

[02:01:37] All right. So the only time we had any need to add new Twilio numbers is when we add a new client. Yup. Each new client, we set up a new number.

[02:01:47] What else we got here. That's certain that

[02:01:56] how do we get to the page that shows the URL that we use at our emails to prospects? Steven? I think maybe you got this already, but I just want to double check. You go into campaigns, view campaigns, you pick whichever campaign it is. And it's right here. Or if you're back on the campaign screen and you click this button here next to the campaign, it opens it up and you can just copy it from the top here.

[02:02:27] Good question. Harry says, when we upgrade our, we charged the difference immediately or after a current period ends, you should be charged the upgrade immediately because you're paying for the new business you're paying for the new business. What else we got? Is there an option to turn off the whisper message to business on currently sending any calls I get from my business to a call answering service.

[02:02:54] So there's a person that will answer 24 seven and the whisper message does not make sense for that. Doesn't it make sense, Byron, that the whisper message whispers to the person you've got answering calls. So they know that it's this particular campaign.

[02:03:14] Remember the whisper messages to the business. Okay. It's to the business. So like Byron, if you're redirecting to, I have to, you'll have to explain to me a little more why the whisper is a problem in that case. Cause I'm not quite there. That's that's on me, buddy. It's not you. I just don't understand yet.

[02:03:34] Okay. Do we need an agency website? Nope.

[02:03:39] Were you, were you hoping, I'd say yes.

[02:03:46] Can I tell you a secret by the way, Rodney, that was a great question. Can I tell you all a secret about, um, business cards and websites for your agency? If I can tell you a secret about this, give me a big yes. If so.

[02:04:04] I'll wait,

[02:04:12] the vast majority 99.9% of the clients I've closed have never seen my website. They've never seen my website. You know, what they actually cared about? Could I make it rain? That's it. That's all they cared about. Could I get them results? Did what I was presenting to them. Look cool. Did it, did they understand how it can help them?

[02:04:37] And did they really believe that I could make it rain? How many of you feel sitting here with me right now that I'm excited about what we're doing and then I believe in it.

[02:04:51] Yeah. How many of you feel like you could convey that to somebody else? Real simple. How many of you feel like you could get when I, when I really start teaching you how to pitch this and I give you a presentation to pitch this, how many of you feel like your enthusiasm will be something that will be contagious too?

[02:05:13] I have no doubt. I have no doubt. Okay. And that is, I really feel like that's the thing. The thing that makes me good at what I do, both in the agency. And when I'm selling stuff online is very simple. I believe in what I'm doing and I get excited about it. And that's the thing. People want to work with those kinds of people and like, listen, everybody here, you have that in you.

[02:05:38] You don't have to be a big, a good speaker. You just got to get excited. People love buying from nerds like us, that's it. They like working with nerds like us because we're nerds. And we really love what we do. Convey that in your goal. So no, you don't need it. You don't need a website. You don't need a business card.

[02:05:58] People are actually buying the excitement of what you're doing, because they believe that it can work and they are buying you. And listen, I've met a lot of you. I've met a lot of you in person. I've met a lot of you online and you all are good people. You know, you're who I choose to spend my time with.

[02:06:18] And how many of you have been on a webinar we're really quickly, you saw what I do to people. Um, and I'm not mean, but what I do to people that I don't want to be around, how many of you have been in the middle of me on a webinar when it's pretty easy to understand that I don't want to be around some people, so I'm not around them.

[02:06:40] You all kind of heard some of it today. I'm real honest. And sometimes that honesty puts pushes people away. That's why when we go through tomorrow and day two, and I start showing you all, some of these key things that we're doing, you are going to attract certain folks that you go after because of who you are.

[02:06:59] Okay. And that's a good thing. That's a good thing. Byron says I have the starter plan. So I have a campaign set up to get leads. If any leads calls. I know it's a lead and the person that I might call does. And she doesn't know. Hence my question

[02:07:16] still though. I'll I'll, I'll keep digging Tim. I have a telemarketing company prospect. Could we discussed a good offer for that type of business? Tim, let me think. I've never done one of those. I'm not about to tell you that I had any idea how to do that. Um, Let me think about it. That's interesting. What you'll have to explain to me more, send me a message tip that explains to me more about what they do.

[02:07:40] Uh, I mean, I know what a telemarketing company is, but that's interesting. I don't know if it's a fit or not. Let me know. Okay. So, um, real quick question. Real quick question. How do we do today? How'd we do today, tomorrow. We're going to take everything that we built today. And we're going to start looking for your 50 clients.

[02:08:04] And we're going to start talking about how we attract your 50 clients. Okay. I hope you're here. I hope you're excited. I hope that you keep the enthusiasm. I hope that everybody puts in the work. I've not checked the Facebook post again. But I, what I saw in the first five minutes on that Facebook post work done is absolutely huge.

[02:08:27] It's not going to be hard work every day, but it's going to be getting a little bit done every day. That stacks into something really fantastic. And that's how we're going to turn you guys in the rain makers. It's a little bit every day, but it's focused. It's focused. So which email do I send the info to?

[02:08:43] No email. We, we actually do a support desk. Meet reus.zendesk.com. It is in the actual thing. We'll put that support link in one more time, Tim, if you ever get lost, there is a support link inside of meet roofs. So let me just kind of show you this again, man. Cause this is important. If you go to support and you click on support, it takes you to here.

[02:09:03] Anytime you guys need anything. That's where I'm at. Okay. So you can always get me right there. All right. All right. So replays are common. I'm going to go get to work for you guys. If you've not done the work, the homework today, remember you got a few key things that you got to go do. Make sure you go get those done.

[02:09:22] Get your business set up inside of meet roost. Right now. If you get stuck there, send me something. Pick your niche, set up your first page for capture. We're good. Okay, awesome. Thank you for all the kind words you guys have got here. Listen, I'm waiting on your tickets at the support desk. If you got stuck, I don't care what I gotta do to get you fixed up.

[02:09:46] We're going to get you fixed up, but you gotta let us know where you're stuck. If you sit there and you don't tell me about it, you're going to get behind. I don't want that. I want you all to actually get where you need to go with this. I don't want you all to wake up three months down the road and you paid me money for this thing and you haven't used it.

[02:10:04] That's crazy. That's crazy. Let's get in. Let's get to work. We're done. And I'm here to get you back. All right. You guys rock. Thank you so much. Keep being open with me, show me what you need. We're going to keep going tomorrow. We've got another big day ahead. I'll see you there. And hopefully we'll be a little shorter tomorrow.

[02:10:22] Uh, but I stayed for questions. I told you, I would, hopefully we'll be a little shorter tomorrow, but I've got some great homework for you to do tomorrow while we're on the call. That's going, gonna get you moving even closer to locking in your first client extremely quick. Alright, you guys rock. Be good.

[02:10:37] Talk to you soon.