**[MeetRoost] Rainmaker Week (3)**

**Ben Adkins:** Hi everybody dr. Ben Atkins here and welcome to day four of the Rainmaker week. This is about customer generation funnel secrets. Today, we're going to get into delivery. You know, we've been talking about some big things of how to get clients. We've been going through the pro B program of how you get into meet roost and how you get really good at that.

[00:00:23] You, a lot of you have done some cool things this week, and I think the most important thing that you all have done this week is you've put in the work to run into trouble. There are so many of you that have run into problems here and there that we're solving that we've already solved little things here and there where you've learned, and you've learned how to do the core level of things because you've run into problems.

[00:00:42] There's so many people here that, you know, I think sometimes expect that they're supposed to be perfect. It's not the way it is. And neither of you given yourself over to the fact that not everything I do is perfect. But I'm going to learn and you've taken such massive action this week that you're learning and I'm proud of each and every one of you as we come into day four, we don't have a lot to talk about today because we have a lot of work to do outside of that, this then.

[00:01:11] So we're going to get into that. Okay. So let's just recap. Let's recap by now, by now, you should have. Set up your first business and meet reus for your agency. You haven't done that. Go back to day one and get it done. Get it done now that's super, super cool. Important. Number two, you've picked your niche.

[00:01:27] So I'm excited if you've picked your niche, you've got into it. You're rocking and you have something that you're aimed at. Number three, you set up a lead capture page for that niche and meet ruse. There's so many of you that have posted in the group and I'm seeing that you've got it in there. That gets me super, super excited, super excited from there.

[00:01:44] You've watched the pitch video. So you've seen for your particular niche, here's the campaign we're going to be doing. Here's the pitch that I'm going to be doing. You've got a presentation for it now, and you can start practicing it and you can see how I give the presentation. When I get it from there, you've contacted your first 30 leads.

[00:02:03] You've contacted your first 30 leads at this point. And you've also set up 50 potential leads inside of your CRM to be contacted by 5:00 PM tomorrow. So we have about 24 hours left to get all 50 contacted. For those of you that are on your way. I'm proud of you. I'm proud of you. And I'm excited that you're this far, I'm excited that you're this far keep pushing, let's get it done by Friday.

[00:02:29] Tomorrow. Let's get where we need to go. Let's get where we need to go. Okay, this is absolutely key. We want to reach out to 50 prospects by 5:00 PM tomorrow. That was our goal. This week, 50 people that we're going to contact and we're going to get there. I want us to get there if at all possible, most of you contacted Ted the first day, 20, the second day.

[00:02:55] So that takes us to 30. That takes us to 30. And from there. We jump in and we're at 50, what's a good email platform that inserts the parameters of the email for us. Use Gmail, be personal, use your email that you're already doing. Just keep it simple. Don't try to automate a bunch of stuff. Keep it simple and do the reach out the hard way this time.

[00:03:17] Okay. Yes. It's work. Yes. You're going to feel like, Oh my gosh. I can automate a bunch of this right now. Do the work, get it done the right way. Trust me. It will pay off. Okay. Okay. Roger says, that's what I've been doing, but want to be lazy, trust me down the road. I'll get you guys ways to do better with some of the automation and being faster.

[00:03:38] But right now, trust me when I say keep it this way, keep it this way, because it's going to get you the tools that you need to actually get clients. You start mass mailing people. They're going to, they're going to smell it. They're going to smell that you're mass mailing them, and that does not come off as well.

[00:03:56] Okay. Today, we're going to talk about the delivering the actual service, delivering the actual service. Before we do that, I want to ask you a question as you were going through the presentations yesterday that we give, when we're pitching people, how many of you started to get a real good sense of how we deliver this service?

[00:04:16] How many of you started to get a real good sense of how we deliver the service?

[00:04:26] Good. Here's the beautiful part. As you're watching the presentation, as you're watching the presentation of what we're doing, you start to get a good sense of how it all works. So you're explaining it to a business owner. You've watched that, but you're starting to get an idea of all it works. What should be playing in the back of your mind right now is Atkins.

[00:04:49] I don't, I, I get all of it. I get the offer. I get what, we're, what they're trying. We're trying to get them to do inside the business. Once we send the lead, but you should be thinking the Facebook ads, the Facebook ads are where I don't have as much experience. And I don't know the ad editor. I don't know some things that seem scary to me.

[00:05:08] Right. How many of you started to be like, well, I actually have to do the ads. I actually have to send traffic to these pages, right? I get it. I get it. And that's the thing is you do have to get used to Facebook ads. You do have to sort of get your feet with all those things and that's okay. That's okay.

[00:05:28] So we're going to talk about that. We're going to get into that and I want to let you guys know it's not that scary. It's not that scary. All right, next week, I'm going to have a video for you guys that shows you how to test live. But before I get you into testing these ads in a live scenario, you at least have to have an idea of what ads you're putting together for your funnel.

[00:05:48] If that makes sense to you, give me a number one in the box. If that makes sense. So you can be a number one in the box. I'll give you a way to test what you learn, how to do this week, but you at least have a, have a sense of what you're going to do once we start testing, once we start testing. So. I'm glad we're there.

[00:06:04] I'm glad everybody sort of understands where we're at. Let's do it again. And let me show you kind of what we've got here. Okay. Can everybody see me roost on your screen? You may be yes. In the box or number one, just so I know that you can see what we have. Okay. So a couple of key things here, a couple of key things every single week, as I've told you all, every single week, I have a new funnel that we cover and a new business and a new setup for you guys to go make money.

[00:06:32] It's like every week you're learning a new niche yeah. That you can go make money with. Okay. And I promise every week, even if it's not the niche you're going after, if you watch what we're doing, it will help you become better at all this. And my goal is, is that you will all at some point, not only are you just taking the funnels inside of meet roost, but you know how to create funnels on your own.

[00:06:54] And that's what experience comes with you watching these Tuesday funnel calls. Does that make sense to everybody? So I love when I get a person going through this process that they figure out, Oh, this, this is clicking. I could make one for myself from absolute scratch and that's, what's going to happen as we go through this.

[00:07:14] But what I want you to know right now is when we're getting into the Facebook ads, part of this, the part where you're actually delivering the service, it's simple, we're using a real simple setup. So if I go up here, my businesses and I go to edit business, by the way, all you have to do, if you have a base level account that has one business in it, and you're using it for prospecting, all you have to do is go to new business.

[00:07:37] And it will tell you, you don't have the ability to add a new business yet, but to go here and you add, you can upgrade, your account is eat right inside the system. Nothing crazy when you get ready to get to that point, you're there. But like for what I'm running stuff to a particular business, I'm looking at something like this particular sample business that we've got built into here.

[00:07:58] And I'm going to say, okay, this is going to be the Facebook ad that I'm going to run. And. I'm going to grab this URL. That's the URL that I want for Facebook. Then we're going to jump into the Facebook ads manager, which is here. We're going to click create, and we've got the ad editor that is here. Okay.

[00:08:17] The ad editor that is here. Okay. And this ad editor, how many of you as you see it on my screen right now, I won't say your name, but type the number one. It's intimidating to you. It's intimidating to you. How many of you think that this is intimidating? Be real honest with me. Be real honest with me. It's okay.

[00:08:44] It's okay, Tracy, it's going to be from a business account. Okay. If this is not. If this is not intimidating to you, I'm excited for, it means you've run some ads before. If it's a little intimidating to you, whether you actually typed it in the box or you didn't. I want you to understand that here in a couple of weeks, it's not going to be intimidating to you at all.

[00:09:13] Do you believe me, then you believe me? The reason I tell you that it's not going to be intimidating to you on a couple of weeks is because, because of this it's because every week I'm going to have you in here every week, we're going to be going step by step through something. And I'm going to be showing you exactly how to get started.

[00:09:33] Now there's like 80 says, can we use other traffic sources in addition to Facebook? Of course she can. Why am I giving you faith book as our core traffic that we're teaching you? How to do every single week? Why am I giving you? Because it's the low hanging fruit. It's the low hanging fruit, especially right now.

[00:09:55] It is the low hanging fruit that is easy for you to get an ad in front of somebody to decide that you're going to run a campaign. And within 20 minutes to an hour, 20 minutes to an hour, you guys are going to be able to get something up in front of people that makes an impact. It's powerful. It's powerful.

[00:10:15] And so we're going to go through this. So what I want you guys to understand is this does not have to be intimidating, but it becomes an unintimidating. It becomes a tool that is an extension of yourself. When you use it, there are tons of advanced things that you can do inside of this, but you guys ready for some good news?

[00:10:35] Give me a big number one. If you're ready for some good news. Just like everything else I've taught you. There's tons of things that you can do with all these things. But the money typically comes from keeping it simple, keeping it simple, but being what consistent. So what I'm going to show you, what I'm going to show you here is I'm going to show you the simple ways to run ads.

[00:11:02] We're not going to get into a bunch of retargeting right away. We're not going to get into a bunch of Facebook pixel stuff right away. Does that stuff make you extra money in the long term? Yes. But why are we not getting into that stuff right away? There's a couple reasons. Number one, you don't need it.

[00:11:22] You don't need that extra stuff. And number two, we don't want to waste any time. Hi, on pixels and conversion tracking on this end, we track conversions on ours. We don't want to do any of that stuff on the Facebook end until we've done what until we've done. What this is key. This will change your life.

[00:11:45] When you start thinking this way and you get out of the shiny object ad, add stuff. In Facebook stuff. Here's the thing. What is, what is the most important thing about our funnels? What is the most important thing about our funnels? What is of all this? What do we get? What do we fall back on to? It's the offer?

[00:12:11] It's the offer? The offer is the most important thing about our funnels. All the tech, all the. Rigoberta that we go through to get there. The craziness, all of it doesn't matter if the offers not good. Do you all understand that we can screw everything else up, but if the offers good, we're still going to do well.

[00:12:35] So here's the ballgame. Every week, I show you how to run an ad to test that offer, to get it in front of people and to put it out there. But here's the ballgame. Here's the ballgame. Once we get it out there and it converts we're good. You can get fancy from there, but what we're doing is we're getting ads.

[00:12:53] We're putting them live in a place and we're making sure that the offer converts before we do that. Anything else does that make since to everybody on a very core level? You don't get fancy. You don't do retargeting. You don't have to set up a bunch of conversion, pixels, pixels, pickles. I love it. You don't have to set up a bunch of conversion pickles.

[00:13:14] I'm going to say it like five times. Now that I've said it once conversion pickles, I love that. I'm going to put it on a tee shirt, conversion pixels. You don't have to set up any of that stuff until, you know, one simple thing. Does this offer convert in the area, the locality that I'm running it in. And if it does it, what tweaks do I need to make to make that work?

[00:13:37] And then, and then once you prove that you can start adding on layers of complication to improve conversion longterm, everybody good with that? So here's the simple thing that I want to take you through today. Here's what you've got. Here's what you've got. I'll timestamp this for you. So you know exactly where to jump through in the chiropractic version.

[00:13:58] Cause it was all in one video. But inside of this chiropractic video, I go through the exact Facebook ad that we're going to use with this. Okay. I go through the exact Facebook ad that we're going to go through. I want you to go watch that today. If you're doing chiropractic chiropractic people. Does that make sense?

[00:14:16] Give me a yes. If so, I'll put the timestamp in here for you. I'll make sure you've got it. I'll put this in the group, just like I did yesterday. We'll get it in there. Okay. Everybody else, gym member, my gym people. You just skip past this and go down to the Wednesday add call because we started doing them on a different day.

[00:14:36] It's Wednesday, Wednesday ad go watch the Wednesday ad call. You'll see the exact ad and how to run it. My dental people Wednesday ad call go, watch it, go watch it today. I want you to immerse yourself in these things today so that we can get in there. And you guys are ready to go and you know how to run these ads.

[00:15:00] Okay. I want you to go watch these videos. I want you to get a good sense of how to run the ad. I want you to, as you're going through it, get in your own ad manager and start looking at it and doing what I do as I teach you how to do it. Can everybody do that? Give me a number one in the box. Give me a number one in the box.

[00:15:25] If you have questions, what should you do? If you have questions, what should you do?

[00:15:37] Maybe up in the group, pick me up in the group. I'm glad to help you. I'm glad to help you ask me your questions. That's that's where we're at. Alright, so here's what you gotta do today. Here's what you gotta do today. I'll have links to that in the group here in a couple of minutes in our day four thread.

[00:15:56] Okay. I'm going to have a day for thread pop up in front of you here. Couple minutes. Okay. Is it better to ask in the group or to make a support ticket if it's something that like you don't want in front of people, if it's something that. Um, that, you know, you want to keep sorta to yourself, don't hit the support, like supports for behind the scenes stuff, software issues, things like that.

[00:16:18] Okay. That's where support is stuff that's like involving your account, but like add questions, feel free to ask those in the group. Okay. Feel free to ask those in the group. Alright, so here's our, here's our homework for today. Watch all the trainings on your niche, including the Facebook ads video, go back and watch that picture gate if you want to.

[00:16:39] But the most important thing is make sure you watch the Facebook ads video today. Set up your Facebook ad account and get in there and actually do stuff. Trail me, watch what I'm doing. You'll see some good things there from there. Email the message. 20 more leads before 5:00 PM. Tomorrow you should have gotten 30 leads set out so far.

[00:16:57] You got 20 left to do before tomorrow. Can everybody pull that off? Can everybody pull that off.

[00:17:11] Good. Good, good, good. I hope so. I hope so. So what we're going to do right now is I'm going to post something up in the Facebook group, and I want you all to do me a favor.

[00:17:35] If you're about to dive in. So here it is. If you're about to dive in, in rock day for type

[00:17:53] the number one, not here in, in this thread. When you're done with day four, homework type done.

[00:18:14] Alright, this is going up now. So I'm going to get you guys the link to this.

[00:18:27] See if it'll actually let me post it, or if I've got to now, I've got to pass dash to cause go to webinar. Doesn't like me, it looks like we've already got some people jumping in there. Look at you, go. I love it. I love it. I love it. So I'm gonna pass you this link so you can pop it in the chat and you're good.

[00:18:48] Get in there. Start rocking it, reach out to those people. And from there. That's what we got to get done. We've got to watch the Facebook ads video set up your ad account email message. 20 more leads by today. Go get to work, start rocking it out. I'm here for you. We're going to get this replay up. I'll also have the timelines when you need timelines for things like that, but I want you guys.

[00:19:20] To get rocking. Okay. I want you guys to get rocking and we'll go from there. So couple of key things, a couple of things, I'm going to jump into questions if you need to get to work so you can get this stuff done, feel free to hop off the call right now. I'm going to start answering questions and comments and concerns here for the next couple of minutes.

[00:19:40] And we'll go from here. Okay. So Lorraine is halo, rains. How are you? Lorraina? Is, am I saying your name right? It's important to me. I, okay. Yes. Okay, good. So Loretta says, I understand presentation works just don't like that. You need to include another business, like photography to join forces with the dentist, just my opinion.

[00:20:01] Um, then go do something else you don't have to. And I'm not saying, Hey, Larry, this I'm not telling you like, duh, go do something else. It's my way. Or the highway. What I'm telling you is as lorainna's. You understand with each of these funnels that I've given you, I've given you free rein to change tiny pieces of this, to do it the way that you want to do it.

[00:20:23] Right? Like I fully expect you all to be adults and to adapt to what you've got in front of you. Okay. So Lorraine says, go do something else with what I've given you. I gave you a great foundation to build a house on, but I want you to build the house that you want to build. Does that make sense? I'm all for it.

[00:20:44] So Lorraine is, if you don't like something, you got my blessing to go change it. Okay. You got my blessing to go change it. I'm giving you something that gives you a rocket ship jumpstart, but I fully expect you to make tweaks. Now, when you make tweaks, That may affect the outcome of it, but I'll help you with that too.

[00:21:05] Okay. Like I get it. There are certain things that you all are going to want to do because you have experience, you have a background with certain things, go do it. You all are adults. I respect that. I could only help you with conversion when I know the way that something works. I'm just telling you what worked for us, but Hey, go do it.

[00:21:24] And I got your back a hundred percent. Lorraina said everybody else, like, really? This is the one that asks the question. But there's several people thinking that it's no, that's cool. Like I'm behind you guys a hundred percent on that. Do what you gotta do. Remember you're building your house on the foundation that I have built for you.

[00:21:41] Okay. And that's the key. That's the key. All right. So hopefully that makes sense. Um, how do you report a results to your clients? They know the results. They know the results. Why do they know the results? Because every time one of your people calls what happens. Every time, one of your people calls what happens.

[00:22:05] They're notified. They're notified. They're going to absolutely know when people call it. There's a whisper message that says you have a new lead from your agency name. So with mine, it says, it says, why were those people call you have a new lead from content DFY. Eric says, Hey, thanks buddy. Eric says, I appreciate you this week.

[00:22:24] Atkins. I appreciate you too, buddy. Keep moving. Um, what are your thoughts on handling countries where Twilio doesn't support SMS? Um, we're working on it, but we gotta wait on Twilio to do things. The problem is, is SMS. And a lot of other countries is hard. Um, and we're learning that and, you know, you can still do some amazing things without the SMS with beat roost, but you know, Jonathan keep in mind every single day I'm paying attention to what's going on in LA different countries, trying to get more things working for SMS for you all.

[00:22:58] Where the SMS is a lot more difficult there. And so, Jonathan, um, if it's, if you don't have the SMS yet, um, we're working on it, we're working on it and keep in mind, even if you're in a foreign country, does that keep you from working in the U S does that keep you from setting up local us stuff to do us stuff?

[00:23:17] It should, you know, and that's the thing I want you guys to understand. You all are not limited to your country. Okay. Glen says, where does the whisper message pull the name of our agency from Glen? You look him.

[00:23:33] Glen. Can you see my screen, buddy?

[00:23:42] So it pulls your agency name from right here. If you go up to upward, it says welcome your name and account settings. Right there, whatever you type in there, the robot that we've set up will say that now I'm not typed. I know I should have, I've not typed anything really funny in there yet, like shenanigans or anything.

[00:24:09] Funny to see what all the capability of the robot is, but like I said, 99% of the time, you're going to be pretty good there. So good question. I've got some more questions. Let me look. Are you going to have a funnel and campaign for attorneys? Yep. Working on it now, working on it. Now it's a little farther down the road, but we're working on it now.

[00:24:26] Uh, let's see. When reaching out to gyms, do you reach out to specialized fitness places like CrossFit and cycling, et cetera to, yes. Yeah. I like, I like those things. What else do we got? What we'll be covering on the Friday live call. Oh, that's good. What you guys are going to be seeing tomorrow is we're going to be doing a little bit of a celebration ceremony.

[00:24:48] We're going to be talking about some successes, some things that are going on, but I'm going to be telling you more about schedule. What's coming up in the next little bit, and I want you all to show up and tell me what you want to see in the funnel. So those of you that have been typing in, Hey, I've got this funnel.

[00:25:05] I want to come and you've been peppering it in over the last few days. Tomorrow's your day to be heard and for everybody else to see it and not for it to just get lost in the chat. Does that make sense? Does that make sense? So that's the idea tomorrow. I'm going to be telling you what's coming. It will be in the Facebook group.

[00:25:25] You're going to see a Facebook live coming tomorrow at this exact time and I'll pop it in. As soon as I get off this chat, make sure you sign up for notifications on that. Make sure you got it on your calendar. We're going to talk about what's coming in the next little bit. So I'm going to be walking you through what funnels are coming in the next few weeks, what extras I've got coming, what we're working on in the background, we're going to be celebrating that you guys made it through.

[00:25:49] I'm going to be asking you all questions, but more importantly, I'm going to start taking a list of the funnels you all want to see so that we can start getting to work on it. I've got a lot of people that are working on stuff, and I want to get them to work on specifically things that you're after and I'll do my best.

[00:26:03] But I got to hear it. And that's tomorrow is the place I want you guys to come and start hitting me up with that. Does that make sense for everybody? Okay. Cool. Cool. Good question, Rob. Um, I don't know how people are doing it so fast since Richard, Richard. I don't know what your process is. But trust me, it gets easier, buddy.

[00:26:27] It does. It does it. Richard, are you starting to see how you can hire someone else to do this for you? Are you starting to see how you can hire someone to do this for you?

[00:26:40] I hope so bad. So Richard, the cool thing is, is Richard. You've got like, buddy, you've got a good sense of how this works though, right? Like exactly what you need to do. Richard answer me this and everybody else answered me this. Cause you cut a video right now showing someone in your own voice, how to go do what you've been doing to get prospects and to put them into your CRM.

[00:27:07] Cause you cut a video. Yup. Y'all could every single one of you could because you now understand it on a deep level because you've done it. And so listen, when you get tired of doing this stuff, it's important. You do it every week. It's important. You do it every week, but when you get tired of doing it, doing it, hire someone, you don't have to pay them a lot.

[00:27:24] Do you guys understand there are people right now that would kill for a $10 an hour job to do this. And it's a good investment for you to get done every week, especially when you've now nailed that first client. Now the first client pays for all that. All right. So what's the link for tomorrow, Tim? Tim it'll be in the Facebook group.

[00:27:43] I don't look at the top of the top of the group. You'll see it. Okay. Um, let's see here, Richard. Good question. Um, do we run the ads from a page? We set up ourselves like smiling brides or from their page. You're going to run it from their page. I'll give you more about how we do that, Kim, as we keep moving.

[00:28:04] Okay. When is the realtor niche coming next week? Tuesday. Tuesday, just to give you a little preview of what we're talking about tomorrow, Tuesday, you guys are hearing me talk right now, a bunch of about in my email list about we've got a realtor thing coming. You all don't have to do anything, just stick around.

[00:28:23] You've already got it. Um, I've already hit the targets for this week. Push on further though. Um, separate question. Have you used meet ruse to generate leads for your other businesses you run other than local stuff, primarily local for meat roost. I use other things for other things. Why would I want to change a tested process?

[00:28:43] I know, um, this meet roofs have a support desk capability. Now that's not what it is. You all will find that I am very, very serious about keeping the soul of meat roost as a certain thing. Good question. But there you go. Um, Steven, let's see, Steve, let's see. Steven, I will work on getting you a, a V Steven, by the way, guys, it has a good question about, um, he doesn't want people calling his cell phone.

[00:29:15] Um, he wants to have an own his own line for, um, his agency. And so he's talking about the burner, Steph, Steve, and I will work my butt off to get that video to you guys as quickly as possible. Um, so that they're calling you, uh, so anybody that's doing burner, um, I will show you guys how to do it. And I will get you the video.

[00:29:35] So, so Steven, stop screwing with it right now. Let me in, because I don't want you to be frustrated. I don't want anybody to be frustrated. Let me cut you guys a good video that step by step that step by step. And we're good from there. Okay. We'll get you hooked up, man. Uh, and you'll have to let me know what's going on with that.

[00:29:57] Okay. Can you Facebook me, Steven. Can you Facebook me directly. Okay. Let me know, kind of let me know what's going on there and I'll help you out. We'll get it. We'll get it figured, man. You know, I got your back, right. You know, I got you back. Awesome. Awesome. Don't listen. How many of you, Steven, Steven, me and you let's have this conversation.

[00:30:19] How many of you have done something this week? That's frustrated the Holy hell out of you.

[00:30:26] Yeah. Guess what gins has his hand through the roof right now? It had nothing to do with any of this stuff, but I was doing some stuff this week. That's frustrated the Holy hell out of me right now. And I just want you guys to understand if any of you got real frustrated this week, trying to learn how to do something for the first time.

[00:30:43] I understand it. And I got your back on it and I know. I just had to walk away a couple times. I had to walk away a couple of times, and so I get it. I'm not making light of anybody being frustrated with something. I will do my best to get around to helping all of you with any of those frustrations that you've run into.

[00:31:04] And I get it, man, I get it. And it's something that I want to make sure we help you get through. There's only a few of us to go around, obviously, but, um, And Steven says this, and I think that this is a great thought Stephen says, but I can't recall any business I've ever done it. Wasn't frustrating. At some point it goes with the territory and you're right, buddy, bud.

[00:31:24] I want to help you bust through that. So I appreciate that Facebook me, and I'll see kind of what we got. What was the homework for tomorrow? Let me get you up here. There's your homework for tomorrow? Uh, let's see, what else we got.

[00:31:45] Um,

[00:31:49] I'm looking, how do I get the whisper message to work? The whisper message already works. If you're using meet roost and you set up everything, the whisper message works. When you call the reason you probably haven't heard the whisper message yet is because you're calling directly from your phone. But if you have someone else, like if you've got your phone attached to it as the receiving line, Then if somebody else calls, you'll hear the risk per message as it comes in.

[00:32:16] Okay. Let's see. What else we got sweet. Be writing any resources for the dental gift bag. Uh, we are providing for the dental client. I talked about it in the video. Um, a lot, uh, talked about it in the video a lot, but a lot of what I do, Joe, is I go to a surrounding businesses, Joe. And in this dental gift bag for that, I go to surrounding businesses and I get them to donate things so that the dentist is giving it out to brides anybody that would be willing to market, to bribes or get them in their establishment.

[00:32:48] They'll donate something. And so I make the phone calls and it's like I said, you make the phone calls once and it's done. And it's a huge service to the office. Half of the reason I closed so many people like is because I go do the work on getting the gift cards and stuff. Let's see, I'm going to call my tracking number, but it didn't forward to the business number.

[00:33:06] Did you, where did you, what was the business number? Was it your phone or was it, how did it work?

[00:33:14] Ben you'll have to send me like exactly what you've got. Send me the funnel and I'll test it for you, buddy. Okay.

[00:33:25] Any chance you can give a sneak peek to the real estate funnel? No, I'm sorry. I'd love to give you a stick peak to everything, but I've learned my lesson. I've learned my lesson and that has nothing to do with you all, but everything has its place. Timewise. Just trust me when I tell you that when I show you guys this stuff next week, it'll be worth the weight.

[00:33:47] Okay. It'll be worth the wait. Um, let's see.

[00:33:56] My Twilio is a land local land line number, but it doesn't send SMS. Um, Alex, send me, send me your account stuff and I'll look for you. Okay, bud.

[00:34:12] Okay, cool. Let's see what else we got.

[00:34:19] Okay. So Jennifer has this Jennifer and Steven, you brought this up too. Jennifer says, is it possible for the followup number on the thank you page and also the text followup to look more like a phone number with brackets and dashes? Yes. Yes. So Jennifer, we've got a fix coming within the next, uh, I'm hoping within the next 48 hours that it's going to give you the option to format that number a little better so that it looks more like a phone number, not just a block of numbers.

[00:34:46] Okay. Stephen brought that up to me a few days ago. And so we've been, um, we've been working on a software fix for that in the next little bit, because we wanted to get that knocked out. Okay. So that that's on our radar, Jennifer, good call and know that we were already coding something on that and we're hoping to have it up soon.

[00:35:08] Okay. But the format has to be available for all countries like the UK and Tim, what we're seeing is we're learning a lot about some of those numbers and how they're formatted. We're going to give you all the option to format it the way that you want it to be formatted. So instead of doing like an automatic format, we're going to have a setup to where you can format it.

[00:35:28] So it looks like it's supposed to look for you. Okay. And so we're, we're working on some elegant ways to do that. Um, and that's, that's why it's taking us a little longer is because it's not just, Hey, we're have to do this for one place. We're working on how do we format it so that everybody across the world can format it the way that they want to format it.

[00:35:47] And it looks good. Does that make sense, buddy? Great questions from Tim and Jennifer. Good stuff. And like I said, we know that there'll be some hiccups, which you guys can help us get through those. Right. Just help me get through them. And that's, that's the key you can help me get through and we'll get it done the way it needs to.

[00:36:08] Uh, were you going to show us a simple way to add an agency number? Yeah. William, I'm going to cut you a video though, instead of trying to show here where there's a million things flying and me I'm to cut a video, that's very concise that you can watch it a couple of minutes. That's my, uh, that's my hope with that.

[00:36:22] Oscar about to start working with the bankruptcy lawyer, their lead magnets, free consultation sucks. Any idea for unique irresistible offer Oscar, bring it up to me tomorrow and I'll start thinking about it. I'm going to make, start making a list tomorrow, everything you guys want and I'll start thinking about it.

[00:36:38] Okay. I've been using email for outreach. Should I mix it up? Use messenger. Nope. You don't have to just see where you get. Well, we'd be getting more training on outline sorts for proper way things to do for onboarding yet, Ernie, uh, I'm going to be doing some onboarding stuff. We've got some options stuff in the digital agency, insiders, uh, members area for those of you that are already in there.

[00:37:01] Uh, but I'm going to be doing some specific onboarding stuff in the next couple of weeks, just because I think it's important. For you. Oh, uh, I've had to onboard people the right way. And have I have a special video that's just for that too. So Ashton, make sure we get that on my list. Cause I know we want to do that.

[00:37:17] I want you to let's see day. Hey Dan, I have a chiropractor that wants a campaign that deals with weight loss using contour red light lasers. Is that a feasible option? That's a very custom funnel. So you'll have to talk to me more. I'm sure we could figure it out. Um, but yeah, we'll have to talk. We'll have to talk.

[00:37:36] Um, Hey Caden, I may be getting ahead of myself, but do you need to limit yourself to one client business pernicious per city, reach out to all of them and depends on the size of the city. It's a bigger city. You can definitely do more than that, but if it's a smaller city, yeah. I try to limit myself to one per locale, but since the world is our oyster with this, that doesn't really affect you.

[00:37:58] That's too much to do.

[00:38:08] Uh, Jim says had a great meeting today. He will likely close. Should I move on to another city? So I don't compete with myself yet. Hey Jim. Congratulations. Good job buddy. Way to get yourself out there. I'm excited for you for $10 an hour. Do they just do data entry or should I have them send messages to, um, I'd have them fill in your pipeline, Richard, and then when they're done filling in their pipeline, send out messages to.

[00:38:32] But make sure you monitor them the first week with sending out messages. So, you know, it's done the way you want. Corey says I've learned more this week about actually having an agency than many of the paid trainings I've taken the last year. Also support has been second to none. Thank you again, Corey.

[00:38:46] Thank you. I appreciate that. I'll pass that on to my team as well. Uh, they've been working their butts off for you guys and they deserve a big, big round of applause. So if you guys see them in the, uh, in the Facebook group, any of my team, make sure you say, Hey, and that you love them, and that you see what they're doing.

[00:39:05] Uh, when is the roofer niche coming? Eric? I think I've got that. And I have to look at my calendar cause it's not in front of me minute. I think I've got that in the next two to three weeks. I know real estates this next week. And then we're moving into some of that stuff. I've got roofer in the next two, three, but I can't remember if it was the week after or the week after that.

[00:39:21] So I'll look, uh, Tracy says I appreciated the welcome video from taboo. How many of you checked? You're welcome video from Tabitha in thought mantle, but those lovely. I like her. She's great. I guarantee you all got one biggie. I think I sent yours. I think I actually sent your welcome video. So if you didn't get it,

[00:39:44] then I'm upset because I sent that one. I'm pretty sure I can't remember. But anyways, um, I we've sent a lot of welcome videos. Let's see here. Do you have a Facebook ad for photographer photo? Cause yeah, that's coming. Photography is an easy one. Um, and I will have that on the calendar, but bring that tomorrow.

[00:40:02] Anybody that has a suggestion for what to bring. Bring that tomorrow we're finalize. Okay. Can we offer social? I mean, he is a down sell yup. Minimum lifetime value of a real estate client. Um, shoot with real estate. I'd have to look it up to be exact, cause it's been a minute since I've looked at it, but, um, I'll look at it and I'll make sure I bring it next week.

[00:40:26] Burner. Does it work? Yeah. Outside us and Canada. Yep. Yup. I'm going to be cutting the burner video for my us and Canada. People. Not for everybody else. I'll try to get you something else, a different solution so that you can rock that. Can we have links to be able to offer your social media posting a newsletter offers?

[00:40:45] I don't know what you're asking for exactly, but hit up my support on that.

[00:40:53] What else? Steven I'll look on seeing if you can Facebook me, we'll figure it out.

[00:41:07] How many dentists should you contact within a smaller communities compared to a larger one? All of them. Every one of them. I contact everybody. I want the knowing that if, if they don't get me, their competition's getting me.

[00:41:27] Steven says I actually did transcribe the dentist presentation yesterday because I learned better that way. Cool. And it was impressed by how all the little pieces work together seems like it would be a no brainer when it's presented. Yep. Ben, you get three months commitment from prospects since doing all the work and the gift bags said, yeah, Tracy, I just say, listen, it's going to take us at least three months.

[00:41:45] And that's what I want you to sign up for. And listen, I get it. There's, there's a ramp up. It's the cost. But at the very least, this is what we need to do and we're doing work for you. So yeah, here we go. I missed the whisper message. Where's that implemented? Where are the instructions it's done automatically.

[00:42:04] Roger it's done automatically. Um, and so the idea here is, is as long as you put in the settings, Account settings. You put your name when a lead calls, the number at the business that's receiving that lead. It's going to say you have a new lead from content DFY or whatever your age is, whatever you've got typed in your settings here.

[00:42:29] That's what's going to pop up. Okay. I have a client who's interested, but asking for a case study, I have none. Of course. Can you help with this? Um, I'd say, listen, you know, if you don't want to try it, that's fine. I don't have a case study yet because we're just starting this in this niche and that's it showing them the case study for me is not going to help you.

[00:42:50] Trust me. Trust me. All right. What you've got to do is you've got to understand. Sometimes people have to wait, just be like, listen, I don't have a case study in this niche yet. We're doing it because we're moving into a new niche here. If you don't want to try it right now. No worries. I've got plenty of other people that we're talking to in your area.

[00:43:09] And listen, when I have a case study for this particular thing, I'll get back to you. You gotta be okay with walking away.

[00:43:19] Have you thought about my telemarketing company yet? Yes, Tim a lot. And I haven't figured it out yet. Being real honest with you. I'd love to like, just be like, yeah, I got something on the fly, but I I've not figured it out yet. I'm still thinking about it. Don't stop asking me. Okay, buddy. I'm going to keep thinking.

[00:43:37] If you have some ideas, you, you hit me too.

[00:43:44] Okay. Rob says the walkaway thing you said helped. Thanks. No worries, man. Listen, how many of you have ever, how many of you have done agency stuff? And you've walked, you've told them that you're okay with walking away. And that's how you close the client. I'm raising my hand because plenty of times, um, how would you suggest to start with pricing that gets your first testimonials, at least a thousand dollars a month.

[00:44:13] Cool.

[00:44:17] Let's see here. When you kind of video to explain stuff, where do you post it in the Facebook group? Now I'll post it on the blog and I'll link you there. Uh, but I've got a master vault, Peter that I'll be putting in front of you guys with all this stuff too.

[00:44:34] By the way where's the presentation for dentist? I did not see it today. Hang on, Stephen. Let me pull this up.

[00:44:43] Oh, let's see here right there. See that?

[00:44:58] That's it.

[00:45:04] You see that buddy? Unless I put the wrong link in there.

[00:45:12] Alright, cool. Cool, cool, cool. What else? We got lots of questions. I love it. Would you recommend adding this to RPS at the end of the email, I can explain this simple process through zoom or Skype. So there's no need to meet in person. Uh, I had a few responses saying they're still social distancing. It could not meet at this time.

[00:45:29] You can, but yeah, but what am I, Mike? I would rather, they reply back. And then I reply back with that. I want to get some back and forth.

[00:45:42] Okay. I don't think I have access to the digital agency members area. Should I? 80. Most of you will get that when your trial converts that's when my team will start putting you into the Dai members area. Does that make sense? We don't open up all of our stuff until you're full blown. Sorry. I know that's maybe frustrating, but the Dai stuff will convert.

[00:46:05] When you guys convert to full customers, you guys will be opening up to the Dai members area too, which has got a lot of really cool stuff that will help you guys out. But that's coming when, uh, when that that's, when my team, what happens 80 is it sends a message to my team. When you guys become full blown members.

[00:46:23] That Hey, it's time to add this person. So that's how, kind of how our, our stuff works. Uh, Joseph, do you sleep? Your list keeps going, Joe, I've got a great team. I've got a great team. And without my team, none of this works, none of this works and that is that's the big deal. Nobody. I know a lot of times, a lot of you are, how is Atkins still up answering stuff?

[00:46:45] How is his team still answering stuff? Well, we, it, it seemed work. It's a lot of teamwork and like, listen, the example that I want to put forth to you guys is simply this as you build it's so, so important to hire on people that you like and hire on people that you like being around and hire on people that will work hard and believe in the mission that you've got.

[00:47:08] If you don't have a mission and you're trying to make money. And that's the only thing you've got, it's hard to find good people, but if you have a mission. And you have something you believe in, um, you'll find good people that will want to do it with you. And so there we go. Ross says, does the trial subscription auto converted to United actively making a habit?

[00:47:26] As long as you have a business set up, you should be good to go.

[00:47:34] Yeah. Gerald that's covered in the niche training video. What else we got?

[00:47:42] Loraina says bed once too. What's your opinion? Is it okay to record with presentation and send it to the business owner responds to email if you don't want to convert that's okay. I'm not trying to be harsh here, but you send them a video. They're not watching it. If they actually have to talk to a human being and interact with the human being, they're going to listen to your presentation.

[00:48:02] If you all get scared and you're. The way you get scared and listen, I, I'm not calling Lorraina sat on this, but I've had to, a lot of people do this. I've done it in the past. If you get scared and don't want to talk to people and you're afraid of doing that, so you cut a video and you send it to them.

[00:48:17] They ain't watching the video period conversion works because they actually have to interact with another human being. Huge, huge, huge, huge. Okay. Yup. That's a great question though. I don't want you to feel bad, even if I'm like, don't do it. Don't feel bad about asking those questions because you might not know.

[00:48:40] Okay. Let's see. How do I reach out to you directly? You reach out to my support desk. You reach out to my support desk and if we have to, if we need to talk, we can't answer it there. They'll put you in touch with me directly. Always, always, always the best way to get me unless I tell you otherwise. And I'm looking for it is always through our support team.

[00:49:01] That's the only way I can guarantee that stuff actually gets to me because I get slammed everywhere else. When do you tell them if they don't hire you hope they're like, I don't, I don't come out and say, listen, I'm going to your competition. I just say, Hey, no big deal, no big deal. Like I said, we're, we're talking to several dentists around here and you know, I know that everybody's got different stuff.

[00:49:27] And if it's not time for you to sign up for something like this, no worries. Just keep it. Cool. Don't threaten them. That's the key. Don't make it sound like you're threading, threatening them. Mmm.

[00:49:40] Yep. Steven on the photographer question, this is very exciting since Jennifer looking forward to the amazing opportunity with your team as my awesome guy, Jennifer, we love to have you. I'm so happy that you all are here. And I just can't stress that enough. I try to find your pitch for dentist and the dentist, but Stephan.

[00:50:01] So the pitch is there in my actual pitch where I go through it is here. Hopefully I got that answer the last time, but I just caught that question again. Do you prefer a straight thousand dollars a month or sometimes say nine 97 doesn't matter. It doesn't matter. Does it matter in the dental niche? Are there any red flags to look out for when it comes to prospecting?

[00:50:23] I E bad clients. If they give you a bunch of shit before you sign them up, don't sign them up. Like, if you have to, it's the same thing as here. How many of you have heard me completely shut down bullshit in the last two weeks when somebody threw me bullshit,

[00:50:43] you got to shut it down. You can't make everything. Rosy. Does everybody understand that if you make everything rosy, then when you get into the real world and it's not rosy. Uh, people are like, well, what happened? I thought that they'll, they'll blame you. The thing is, is I tell you all the truth. I tell you the dirty parts of everything that we're doing.

[00:51:05] I tell you the stuff that like, you probably don't want to hear that. Like they could absolutely cause you to say, well, I'm not, I'm not going to stick around with that Atkins guy because he made me feel bad for five seconds. I don't care. I don't care because I want you all to have a good sense of what this actually is.

[00:51:22] So here's the thing. You have somebody that starts giving you shit and making you bend over backwards for them walk away, walk away because they will never be a good client after you signed them up. Okay. We offer exclusive areas per client. I usually do exclusive, not for the client's benefit, but for my benefit.

[00:51:42] So I'm not advertising myself. Randy says you hurt my feelings. I love it, buddy. Um, he was joking by the way, there was a, there was LOL. Um, did they come in? Let's see. How do they, how they come in is how they normally stay. Yeah. Yeah, exactly. Scott, you got to give people a good sense of reality. Um, maybe I missed the answer.

[00:52:05] No worries. Corey. I've been using email only for outreach. Should I stick to that or go to messenger? Um, I'd go with email whenever I can. Cause I can send more out. Um, but messenger sometimes when I think that they're really responsive, if I go to their Facebook page and I think they're going to be responsible, I'll reach out there.

[00:52:19] My wife thinks I'm crazy for targeting $3,000 per month clients to do all of our services thinks $36,000 per year. It's probably hard to get Richard to get it. If you've never done it before. It's it's crazy to think about. Um, but the idea is, is do you all realize they're, they're spending this kind of money every month already and they're getting less results.

[00:52:43] Everybody understand that these people are spending that much money already in many cases, times, two times, three times four, and they're not getting the results that you all are going to bring them. Everybody understand that. And so I get it. If you've never been there before, you've never had something like that.

[00:53:06] I get it. But the ballgame is this they're already spending the money. They shouldn't be spending it with places to get the results, which is you. Um, your team is the best and they have been with you for a long time. You must treat them well. I don't know what I've done to talk them into sticking around.

[00:53:24] You could ask Ashton that, but I'm just glad they're here because they make my life infinitely better and they seem to, they seem to want to stick around. And there are a lot of fun. We like when we, I get to actually hang out, we've not gotten to do that in a few with all this. Um, let's see. Can we yeah.

[00:53:42] Have them use their own Twilio and meet roost? No, because they're not going to know what the hell they're doing with Twilio. You handle that? How do you determine when to charge more than one K per month? When I know I can bring the heat like dental, I'm usually trying to charge two to three K per month just because I know that I can bring the heats with that any anytime, anywhere.

[00:54:03] But like, if you got somebody who's like a little reticent, one K a month, easy. One guy I talked to you was already paying 10 K a month on radio and billboards. Zero idea. If it's working, roost is super cheap, Jonathan dude, they're paying this aren't they they're paying this. They're already doing it. I'm sorry if I, if you covered this, but what is burner?

[00:54:23] Where can I access it? Burners and app or the app store. Um, and it's just a way to set up your, a number that forwards to your number, but you have like your own built in voicemail for that. And it's just an app that I use. So I'm gonna show you guys how to do that. For those of you that are out of the United States.

[00:54:37] I'm basically going to get my team on researching what we can do for you. That makes it easy too. I mean, if they sign up for Twilio, then we use their Sid and info and do it all for them. They fund Twilio, Richard, which would you rather do sign up a client and make them do a bunch of shit that they have no idea what they're doing.

[00:54:55] Putting in their credit card, giving you command over something that has their credit card in it, or would you rather put all of it in yours and just pass the charge onto them? Don't make your clients jump through weird hoops. That's all I'm saying. Like if your fee needs to go up, Richard and Richard, please don't think that I'm discounting this question because everybody needs to hear this.

[00:55:19] This is a great question. If you do everything yourself. If you, your costs needs to go up, buddy, raise your cost. Right? If it's eating into your profits, you feel like, and you're worried about that. We'll just raise your cost. Like it happens. Just be like, Hey, you guys are sending so many phone calls to this.

[00:55:37] Like it's, it's actually costing us more. We need to, we need to talk and they'll talk to you about it. It's okay. If you're getting them results, they will have that discussion with you. No freaking problem. Richard, the only way you're going to get in trouble with Twilio costs, you realize is that when you're bringing monster heat, right.

[00:55:55] If you're bringing monster heat for a place that is the only time you're going to have to worry about that Twilio fee buddy. And so if you're bringing monster heat for somebody, you know, you could walk in and be like, listen, this is what's going on. And we have to talk. There's a reason I don't lock in contracts.

[00:56:12] That's one of them.

[00:56:18] Is it okay to communicate that you are our partner in this venture? Don't say partner, because that's going to come off a certain way. Just say, this is the person that I'm learning from. This is the person that, um, has our back with all this. Like, you gotta be real careful with what you say with the only reason I tell you that Joe, Joe, I'd love for you to be able to say that.

[00:56:36] But my lawyers won't. Let me, let you say that. Okay.

[00:56:46] I'm bringing on a few salespeople. Is there a way to split up the calls for the potential from the potential client? Um, rainy? That sounds like something that we need a little go a little bit more in depth on send me some info, buddy. That's a good question. All right, guys. Get to it. If you've got other things, uh, let me know.

[00:57:08] Yeah, I do raise my price, Scott. Um, yup. Kayden says if we're running Facebook ads is the ad spend included in the one to three K yep. Watch the ad videos and I'll explain that stuff.

[00:57:26] Roger. I liked that. How about Sega member of an association? How about I work on getting you guys in association that you can say you're a part of will that work? Will that give you a little more leverage? Alright, I'll get to work on that. I'll get to work on that. I like that. I think that's a good idea.

[00:57:44] I think we we've been talking about having an association for a little while. Anyway, let me see what I can do on that. That's a interesting idea. All right. Cool. All right guys, be good. Jump in the Facebook group. I'm going to get the, uh, live for tomorrow posted so you guys can jump in there and get on that.

[00:58:01] Um, and we'll go from there. I'll see you guys tomorrow. Get to work, go watch the stuff, send out the rest of your leads. You guys are awesome. Great questions. And I'm excited to jump on this journey with you and continue as we keep going. I'll see you guys next week for the real estate call, but more importantly, I'll see you guys tomorrow.

[00:58:21] As we're going to celebrate the end of Rainmaker week, you guys have done big work, finish strong, finish strong. Don't come all this way and then don't finish. Go finish strong. That's what I want to leave you with. Alright, I'll see you tomorrow. I'll see you. The Facebook group.