

John Beal

Initial Accepted Friend/Connection DM Reach Out

Hey (First Name)

I saw you're a contractor and I wanted to reach out. I'm Lindsey Douglass. I help contractors reduce office work and increase their lead conversions by installing a follow up system on auto pilot. Do you need any help with this?

Advance them to a 15 minute chat.



15 Minute Chat:

John  
Hey (First Name)

Facebook/messages earlier today

It's Lindsey Douglass from \_\_\_\_ How are you today?

Thanks for taking the time to do a quick call with me. First I would like to confirm some of your contact details.

- Cell: 208-681-0704 ✓
- Email: medalistcleaning@gmail.com ✓
- Company Name: Medalist Cleaning ✓
- Website: medalistcleaning.com ✓

Is that all correct? Excellent! I want to ask you a series of questions to learn more about your business. Not all businesses are a good fit for our follow up system and training program. If it turns out you are a good fit then I want to proceed with scheduling a free demo and strategy session. This is so we can dig deep to create a strategic plan for your business. This session would also be for me to demo the follow up system and answer all of your questions. Fair enough?

- What is your current monthly revenue? \$300,000 / Annual Avg Monthly \$20K \$16K
  - What is your target monthly revenue? \$40K
  - What do you feel is your biggest obstacle to hitting your monthly revenue goal? burn out love it but burned out commercial Restaurants burn out
  - Briefly describe your business, who do you serve, what do you sell, what's the price point? commercial + residential
    - Carpet cleaning 20¢ per sqft
    - Rug cleaning, silk
    - Ozone treatment
    - upholstery cleaning
- new service "OZONE" treatment triple for that 1st month

- How willing and able are you to invest in the growth of your business right now? *Depends on what it is. Spent \$40K on truck mount. Paid cash. OZONE \$3200 generator.*
- If you found value in our follow up system software and training then how soon could you get started? *Depends on cost* *Use broadly Service Monster*
- What makes you different from other contractors and why should we work with you?

Good fit:

After hearing your responses I think you are a good fit and I know I can help you. I would like to schedule a strategy session and demo with you. This will take approximately 45 minutes. What day works best for you, tomorrow or day after tomorrow?

*Secretary*  
*Kathy*

Bad fit:

I don't think we are a good fit and I thank you for your time.