

Webinar #3 - Your Prospect's Journey:

If you could review the past year and read all your emails and LinkedIn outreach attempts, what would the words, frequency, and consistency tell you about your outreach intent?

In this webinar, we provide insight into your outreach from your prospect's perspective.

This is your prospect's journey and experience! Based on what you've learned, how would you interpret *your* outreach as a prospect? Do they view you as someone who wants to give or take?

This webinar will teach you:

1. Words that annoy and destroy (low-performing words)
2. What your competition sends to your prospects everyday
3. How to stop creating resistance - eliminate "call to action" (allow the prospect to feel control)
4. Create a prospect journey roadmap