



CONNECT AND CLOSE

# Find Your Ideal Clients

Your prospects are gathering themselves online and in the real world. Use this guide to find new people to invite into your new “committed gifts of value to the world” – your **Irresistible Closing Conversations**.

Brainstorm different places that you would like to start connecting with people to offer time with you.

## Existing Network

Invite your existing network using the email template provided. Use it periodically to offering new solutions through free talks.

## New Networks

### Social Media

- Facebook groups
- Your Facebook friends
- Twitter
- LinkedIn Groups

### Google Searches

- Forums
- Other experts

### Meetup Groups

- Go to groups that are specifically for the problem(s) you solve.
- Go to groups that are about other interests your niche might be interested in.
- Go to groups YOU are interested in. Just be around people and see how many you get connected to once you're out in the world. **Be in action!**

### Your Website

- Invite from emails
- Invite from blog posts
- Invite on all pages of your site



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## Offer Talks

- Do live talks at local venues (offer to Meetup leaders, local groups, etc.)
- Do teleseminars online
- Find partners and offer talks of value to their list

## What are you committed to doing?

List out your actions and the groups you want to start being a part of and approach:

Date	Group	Action	Completed
9/1	Meetup Group for Business Owners	Attend Meeting	<input checked="" type="checkbox"/>
9/8	Tom Smith's List	Call to offer interview talk	<input checked="" type="checkbox"/>
			<input type="checkbox"/>
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