



Industry Rockstar
6 Month Revenue Accelerator
Call #1

Locating Juicy Deals Part 1/2
HANDOUTS



There are _____ & _____ ways
to locate juicy deals.

We will focus on _____.

Specifically, there are _____
strategic ways we will discuss.



Way #1

___ ways to use this...

Ask for _____

_____ them

_____ them



Way #2

Use as _____

_____ yourself in their eyes

Ask _____

Use _____



Way #3

_____ is everything

You must be _____ on the call

Consistent _____ is important

See it as a _____ and be _____



Way #4

There are tons of _____ opportunities

First speak on other _____ stages

Use _____ or _____
to locate local groups

You will need a speaker _____



Way #5

Use _____ or _____

You need _____ FB pages
One for your _____ and one for your _____

Generate _____ conversations

Give cool _____ stuff

“Friend” people you know to build your community and start
_____ with their _____

Join _____ online and interact in the _____

Post _____ on a branded _____ Channel and tag



Way #6

Offer a _____ on a sales

Sell something between _____ and give a _____

Offer _____ promotion opportunities

Create a _____ product to go out to their database
and give it away

Create a _____ and sell a _____ or _____
training on your expertise (under \$_____)



Way #7

Talk to _____

Start with a _____

Give a _____

Find out how you can _____
them or who you can _____ them with

_____ functions and _____

Go to _____ events and/or buy a _____ tix

Socialise in more _____ places



Way #8

Do some _____ activities with
a charity partner

They have great _____

Charities can _____ events

Use a charity that is a bit more _____



Way #9

Source a brand that has the right

Give a concrete 5-8 _____ to
achieve some result

Submit it to a few different _____

Use a strong _____



Way #10

Identify your _____ and _____

_____, _____, _____ are usually vital

_____ before getting _____
(_____ Months minimum)

Properly decide _____ division
(not always ___/___)

Equity is different then _____



Way #11

Give away some _____ in exchange
for _____, _____ and _____

Better to be a _____ fish in a _____ pond

Normally have between _____ Advisors on the
board

Normally give away _____ per advisor



Way #12

Release a _____ product

Use a specific _____ and find suitable
people for _____

Create a _____ on _____

_____ recording through _____ is fine



2 Week Challenge:

- 1) Identify 1 of these you like and work it baby!
- 2) Create 3 new deals
- 3) Close 1



NEXT CALL:
Industry Rockstar
6 Month Revenue Accelerator
Call #2

Locating Juicy Deals Part 2/2
Jan 29th at 11am London Time