

The facebook **Attraction** Method



By Daniel Morel

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Is This How Business Owners See You?



Introduction

Knowledge and Action

You have probably heard this before, and here it is again... The method you are about to learn works. If all you do is read this document and do nothing, nothing will happen. But, when you read this, apply the techniques and take action...You will get the results you need to take your business to the level **YOU WANT!**

This technique helped me build my list of local business owners in my area to the level I wanted. Out of that list, some owners became clients some did not, but the ones that did not buy now are still on my list and maybe in the future when their situation change or I offer them something they can connect with maybe they will become clients.

But the point is you're about to discover a powerful technique to overcome the Fear of Rejection that keeps you from doing anything and once you do, you'll be able to **TAKE ACTION** and finally have a profitable offline marketing business.

Action Steps

Knowing what you want is half the battle, knowing how you're going to get it is the other half and that's where setting tasks to perform will help you out. If you clearly define what it is that you want to achieve, chances are that you will be successful at getting there.

In the download section there is a PDF called Action Steps. Inside that report you will find the steps required to get the most out of this method. Complete the steps in the order they are presented and you will get the results you want. You can outsource some of those steps, but they must be completed.

Some of these Action Steps will require you to read bonus materials included with this report as well as watching some videos in the members' area.

The Facebook Attraction Method

Hey guys, my name is Daniel Morel – I'm about to share the method I used to grow my offline consultant business from 8 clients to 17 clients in less than 7 hours. (Spread over the course of 3 days)

It's an approach I developed where you will be talking to local business owners without any FEAR of REJECTION or being perceived as a nuisance **because there is no SELLING involved in an introduction.**

Who am I again?

When I first started offering my services as a local internet business consultant, I wondered how I was going to get new clients...

Would I be calling to make sales? Would I be sending postcards to make sales? Would I send emails, videos or screenshots showing what's wrong with their business? **Yes. I did all that.**

And the Results? I got hung up on; told no thank you, don't need it, the boss is on vacation and many variations of "don't call here again".

I also waited for days on end for phone calls from business owners to hire me on the spot from all the emails and videos I sent. But those calls never came. I spent a lot of time and money on postcards that produced no results at all.

I was getting discouraged pretty fast.

The only thing that kept me going was the money that came in from the few clients I signed up early on. **Do you want to know why they signed with me?**

We had a RELATIONSHIP!

Relationships are the Holy Grail of Offline Marketing

What **REALLY** matters are **RELATIONSHIPS**.

Even the worst sales pitch will sell if the person you are talking to...Likes you and thinks you can help them make more money.

It was really easy to talk to my friends and it was also very easy to talk to the owners of the places I visit often and where I spend my money already.

Fear of Loss is More Powerful than the Prospect of Gain

The reason most of the business owners that knew I was a “regular customer” talked to me might have been because of the fear of losing a client; I was ok with that, and once we sat down for a chat...Closing was automatic. No hard sell was required. I simply explained what I do and how it would increase their profits.

So, make a list of every business where you currently do business with. Memorize the “Current Business” speech in the bonus section and you’ll get a chance to demonstrate at least one of your services. If you can show real value to the business owner, you have the chance to do business with them.

Providing Your Services is the EASY Part

Providing Google Places optimization services is easy. Setting up hosting and outsourcing design is easy. Creating Facebook Fanpages is easy. Most of the services we offer local business owners to help them make more money are easy.

But selling any services to a **business owner who doesn’t know you** is damn hard unless you are an extroverted selling machine. **I’m not! Are You?**

So let’s say you learn to create killer Facebook Fanpages and a system to help local business owners make more money with them. Who are you going to help? **How big is your list?** Sounds familiar? “Gurus” claim that the money is in the list, yet no one is teaching offline list building. We have no list.

You Need to be Building Your List

Offline List Building

I need to be crystal clear...Unless you have a list of local business owners that know you, like you and need what it is you offer, there is very little chance that your business will ever be profitable.

It's a fact of business...**Every business needs that list**, and this includes YOURS!

As you can expect, you can't build a list of local business owners the exact same way as you build a list online, but the concept remains the same.

Offer something of value in exchange for their contact information

When building your list online, the standard practice is usually to trade a free report, free videos or other pre-packaged information for an email address. These days this can also be done in exchange for a "like" on Facebook.

With that in mind I created this "Underground" technique for offline list building where I ask local business owners permission to contact them in exchange for valuable information or a free service.

I offer either valuable Facebook Fanpage information (How to create a Facebook Fanpage) or "Done for you Facebook Fanpage" in exchange for Facebook "Likes" and email addresses.

Now my goal changed from **contact business owners to sell them services to share valuable free Facebook information and services to build a profitable list.**

The difference might seem insignificant at first, but when you look closer at it you see how this has a **HUGE impact** on how you are viewed by the business owners out there.

There is a reason successful online marketers build their list first. They know that you can have a long lasting business if you build relationships with your audience. **The same goes for the offline market.**

Sharing Vs. Selling

I Hate Selling. Period!

The thought of cold calling or visiting local businesses trying to convince someone in there that they need to buy my services stops me dead in my tracks.

On the other hand I love sharing what I know and showing off the results we achieved for local business owners.

When people think you want to sell them something, they shut down, become defensive and the only thing on their mind is “what’s this going to cost me?”

When I show a cool new app to my friends they ask me “how can I get it?” not “How much is it?”

When you visit a business as the salesperson, the Gatekeeper will do their jobs and keep you out of the owner’s reach.

When you are a friend of the business, the Gatekeeper becomes your ally and will do what they can to help you and the business out.

When you are a salesperson and you’re lucky enough to get that meeting, you get one shot at a presentation.

When you have a relationship with a business owner, you now have multiple occasions to talk and discuss how your services can benefit their business. This is great when new opportunities come up down the road.

When you walk into a business as a salesperson, you blend in with the crowds and you’re just another customer.

When you are a friend of the business, you are received like a friend and you feel like home. (I found this to be my biggest reward for creating relationships)

Owners Think in Terms of Us vs. Them... Do You Still Want to be One of Them?

How Do You Build Your Local Marketing List and Make Your Business SOAR?

I did it following these 5 Easy Steps.

This next section will detail how to build your list of local business owners and local supporters using specific language, a custom designed business card as well as how to provide the basic services in exchange for the permission to contact them later.

I called the following “5 Easy Steps” but they are not in order. You need to learn all the parts of this method, and then implement the “Action Steps” included in the bonus section.

Part 1 – I introduce myself

Part 2 – I offer to help them with valuable information and services

Part 3 – I now that I have permission... Time to drip

Part 4 – I learned to close the sale

Part 5 – I provide the Fanpage services* and collect my fees

**I do offer more than facebook Fanpage services, but for this method, I only discuss the Fanpage services.*

Part 1

Please Allow Me to Introduce Myself

My goal when I go out to meet local business owners is to build my list and to do so **without any chance of being rejected**.

I rely on the **curiosity of people** to **get them to ask me** what I do, instead of me starting the conversation with “Hi, you don’t know me, but I wanted to...”

Because as soon as you start a conversation with “I want”, you can rest assured the other person shuts down.

Instead, I **start by asking permission** to start a conversation.

You can walk into any type of business and say the following.

“Excuse me...I don’t know if you can help me or not...I’m _____ and I just started my new company in this area...If you feel it would be appropriate and your (company/store/shop) could benefit from my services, would it be possible for me to leave my business card? **(This is a template, make it your own!)**

This is the one I use the most.

“Excuse me...I don’t know if you can help me or not...My name is Daniel and I’m out today to visit local businesses to introduce my company...If you feel it would be appropriate and your store could benefit from my services, would it be possible for me to leave my business card? **(Give it a try, read it out loud!)**

No one has ever said no to me when I said this. **EVER!**

People are curious by nature and the response I get close to 100% of the time is...

“I don’t know...What do you do?” or “I’m not sure...What is it?”

Bingo! That’s the response I’m looking for. That person has just **given me permission to introduce myself and my services**.

Again, I'm not there to sell anything, I want to trade valuable information or my free service for the **permission to contact them often** at a later date.

I remain calm and remind them that I am not looking to pitch anything and say...

“Like I said, I just came to introduce myself, but one thing I do is I help local businesses make more money using Facebook.” And then I ask the question... **“Do you use Facebook personally?” or “Does the business have a Facebook Fanpage?”**

And that's when I hand them my business card. (Details on How to make your card is in the members section)



Caution: I never ever hint that I work for Facebook. If they ask the question, I do mention that I work “with” Facebook Fanpages to help my clients make more sales and increase their profits, but I have no direct affiliation with Facebook.

The Facebook “Bandwagon”

Part 2

Offering Valuable Free Information

I continue to rely on the fact that people are curious by nature and when I tell them that I help local businesses make more money using Facebook and they see that card I just gave them they almost all ask the same questions. **“How does that work?”** or **“How do you do that?”**

I answer with the following. “Facebook is the new word of mouth and I help local businesses create **Fanpages** that makes it easier for their current customers to refer their friends”, “We also use Facebook to promote new products and services, create special events, and have huge sales event and promotions”

And I finish the conversation by asking this question...

“Do you have a sale or special event going on at this time? Because you could reach a lot of people on Facebook...**And it’s free**”

Again, the responses are variations of **“How?”**

“All you need to do is create a Facebook Fanpage; it’s super easy to do. If you’re comfortable with computers **I have a short easy step by step video** to help you to do it yourself.” “It’s super easy and only takes 2 minutes”

I again refer to the Facebook link on my card and say...

“Simply login to your facebook account, then enter the link I have on my card. You’ll see a short video that will show you step by step how to create a page for your business and it only takes 2 minutes.”

I need to drill in the “Super easy”, “Simple”, “2 Minutes” and stuff like that or else they won’t take action.

I want them up and connected to my Facebook Fanpage so I make sure they will do it.

If they go on saying that they can't use the computer or facebook or that they don't have the time to do it...I simply ask...

"May I make a suggestion?" **They ALL reply "sure"**

"What if I created a Fanpage for you...Free of charge! **All I need is your email address**, and I'll have your page up and earning you money in a few days." (If they don't want to share their email...there's no deal and I leave.)

This is the perfect scenario because I gain the email address, and I have now have permission and a reason to contact them again and again. (Classic list building and sales funnel.)

What if they have a Facebook Fanpage Already?

If they comeback with a mention on how they have a page already or that someone else is taking care of their facebook needs...

Please...Whatever you do, **don't trash it**. Even if you seen the Fanpage and it sucks. Or don't assume that it's not good and start promoting your skills. **We're there to collect likes and email addresses not sell anything.**

Here's what I say. "That's great! Is it ok if I become a fan of your page and send some referrals your way?" They say always "yes" to that.

I get the details of their Fanpage, and the next time I'm online, I "Like" them, send them a quick message to say hello and I get the "like" back...Done!

I can now post on their wall, or send them message on how to better take advantage of Facebook Fanpages with better design, more options, fan gating, or whatever else they could use to make more money.

Caution! Some of you might want to "tap dance" as soon as you hear the music...Don't! **You're out to build your list**. You're out on your terms, not theirs.

But what if they want more information?

If they continue to ask questions that show interest, I suggest a time to give them a Free Consultation.

I will say something like this...

“May I make a suggestion...why don’t you check out my Facebook Fanpage and the video? I’ll give you a call in a few days and we can schedule a time where I can give you a **Free Demonstration of a Facebook Fanpage in action** and how it can increase your profits?”

I grab their business card and ask if it’s ok for me to send a quick email with my business information **and I leave.**

My goal is to spend only a few minutes in each store, shop or office. I will let the numbers work for me and build my list as big and as fast as possible.

Trying to figure which business is most likely to make you money out of the gate is not easy; you could increase your odds of a better payday by starting with higher income clients first. But the method remains the same...**Go introduce yourself to everyone.**

What Happens Next?

Once they land on my Facebook Fanpage they need to “Like” my page to have access to the Facebook Fanpage information and the free video.

Here’s My Number...Call Me!

That’s what it looks like if you do it correctly.

The business owner now likes you a little bit, they trust you enough to share their contact information **and they expect** to hear from you soon. **That’s all you’ve earned the right to do so far.** Now it’s...

Time to Build Like and Trust Factors

I want to offer real value that they could use if they had the time and the knowledge necessary to implement the strategies. **You can give this information without risk of losing business because local business owners want the fish, not learn how to fish.**

Educate the business owners to what they need to do to grow their sales and make more money using local internet marketing strategies and make it clear how you can do this work for them.

Once they understand what they need to make more money using local internet and Facebook, they will come to you to help them put the strategies in place.

Part 3

You Have Permission to Contact Them

Permission is like dating. You don't start by asking for the sale at first encounter. You earn the right, over time, bit by bit. ~ Seth Godin

My goal is to build a **large inventory of business owner that like and trust me** and that is done with facebook “likes” from local business owners.

I want a large list of business owners **who gave me permission to communicate** with them and **expect relevant useful content and offers.**

Now that I have that permission...One of the methods I use is the Facebook Wall and Messaging system.

I want my business to show on as many Facebook profiles in my community as possible.

The Facebook link is my ticket to a spot on their personal and/or business wall. This is how I use the permission to contact them again and again **for as long as they view me as valuable resource.**

Here's why the Facebook Fanpage system works so well

Once people or other Fanpages like your page, they have agreed to receive updates from you. These updates that show up on their wall can be news, service offers, specials, new techniques to help them and so on.

As long as **they stay connected to your page**, each post you make shows up in their feed. And everyone who visits their page will see your posts.

You can monitor the success of the engagement of a Facebook page. And when you see your contribution going really well and that the business is getting results from online marketing; **you have become a friend of the business**. You can contact the owner over and over again with other solutions and services.

A Word of Caution

I will warn you about the adverse effects that being overbearing and pushy will have on your business.

There is a fine line between being a contributor and a helpful resource and being perceived as a "Pest" or "Troll".

If you've been on Facebook for more than 5 minutes and have at least a few dozen "friends" you might know what I'm talking about.

Posting the same "special offer" every hour for a few days to make sure "everyone" sees it or boasting about the benefits of your business over and over will annoy people and they'll simply "drop" you from their wall.

Focus on Helping and Showcasing Success Stories

I share some tips and techniques that work on my wall but my main focus is to display winning strategies and how it affected the local business.

When business owners see the results others are having, this will draw them closer to you. Featuring successful case studies and positive testimonials on your

walls is the best way to increase your credibility and make you in demand for your services.

Success will not come overnight, but you will see a remarkable growth once you have a few clients and prospects connected to your facebook account.

Take your time, offer great tips and content and you will become the local marketing expert for your community.

Making Posts and Updates Easier

If you have a smartphone, you can link that phone to your facebook account and make posts from anywhere you phone can access the networks.

You can upload pictures, text and media directly to your wall using a mobile device and facebook mobile.

To activate this function, simply log into your facebook business Fanpage, and then go to edit page> mobile and follow the instructions.

The Mobile Upload feature is a **big selling point** for the owners of businesses who don't have a computer at work or are not comfortable with pc's and the internet.

Send email Messages

You can send the business owners who gave you their business emails messages once in a while and if you use a double opt-in mail provider like Aweber you can automate the process and send everyone on your list timely message.

I currently send personalized emails one at a time, because each case requires a bit of research and customization of the services I will offer.

But one thing is certain, I treat my lists, both email and facebook like "Gold", because they are. As time goes by, new services will become available and I want to be able to contact everyone down the road and offer that "Hot New Trend".

The Lines of Communication Are Now Open

Part 4

Learning Skills That Pay the Bills

I've been golfing for more than 40 years now, and when I share that fact with some people the reaction I get most often is... "I tried golf once, but I could not hit the ball, so I quit". That's an absolutely ridiculous statement.

No one ever picked up a golf club for the first time and hit a ball. EVER!

My first time with a golf club was not a pretty sight either, but I practiced and played and practice some more, and now it's a relatively easy thing for me to do.

The same can be said for almost anything else we do for the first time. Until you understand the concepts, practice what you learned and **actually do the new tasks** you will not be "good" at it.

Learn and Systemize

If I were to teach someone how to play golf, I would not bring them to the golf course to learn the game. I would take them to a practice facility that has a driving range and a putting green. That's where you learn and practice golf!

If you are to offer your services yourself, learn and practice your skills before going out in the community and get discouraged because you can't "Get one off the ground".

The first thing I needed to understand was "what are the benefits of offering my services to the business owner?" What's in it for them?

Once I had that answer, I simply formulated a question that raised that point.

Example...

Benefit. Having a facebook Fanpage makes it easier to make more sales to the current client base because of the interaction and helps in getting referrals from satisfied clients because it's easy for them to do it.

I then make it into questions that I ask business owners...

“If I could show you how to increase your sales from your current customer base without spending money on advertising each month, would you look into it?”

or...

“There is an easy way to get your current clients to refer their friends and family to your business, would you like to find out how?”

Create Your Questions

List all your services and list all the benefits they provide your clients. Then, create your questions

How Much?

This question is what scares most people. You offer valuable services so don't be afraid to ask for fair compensation for your services.

A cup of coffee costs pennies to make. Yet Starbucks charges \$3 - \$6 for a cup.

It would take the average person many, many hours to learn how to use a computer, learn graphic design, html, Facebook apps, fan gates, Wordpress themes and Plugins, how to deal with hosting, SSL, ftp and so on. So if you based the time you save them, let's say 50 hours and they value their time at \$20/hr. Charging \$400.00 for a Fanpage setup is not a stretch.

I quote high prices, if they're not willing to pay cash I try to barter.

I don't offer discounts to first time clients I prospect myself. If they found my page on their own, or were referred, I will usually give a small discount.

So when they ask me “How Much?”

I repeat the benefit and what I do for how much and what is included.

“To help you increase your sales without spending money on advertising each month, I will create a Killer Fanpage for you for \$397.00. That includes the page, the fan gate, the graphics, the secured hosting and the updates.”

I can't afford that right now!

When I hear that, I will offer the service on barter **only** if they have something that I want or need.

If not, I try to collect cash for my services by saying the following...

I know these are tough times, but I can say that \$397.00 will not change my business, but I can assure you the results you'll get will change yours.

What to charge friends and referrals

Start with high prices and give discounts only when needed.

If you want to charge a friend or referral \$200 for a service, Quote \$400 and add the discount disclaimer.

“I usually charge \$400 for a Fanpage, but I can do it today for \$197 because... ”

- You were referred by...
- You're a friend of...
- You are a regular
- You took the other service
- Etc.

This will avoid the temptation of the owner to ask for a lower price.

And when they refer you; they will mention they got a discount so if you raise your prices later you won't get objections. (You can offer discount based on, “You know my price is X but for you the price is lower because you were referred by X”)

So make sure you have a clear pricing guide and print it! Learn it and apply it.

Practice and Doing Makes Perfect

How to Build Confidence and Momentum

Starting with your friends and then moving to the places you visit often is a great way to build your confidence and to grow your list.

Important part: Always ask for referrals.

Start with people you are comfortable with

The first business I talked to was the golf course I play at. I found it easy to talk to the owner and since I was going to barter, it was a super simple deal. Web hosting and a Fanpage for free membership. (Every year)

I started with people in my current circle of facebook friends who were trying to promote their business on facebook. I had the knowledge and portfolio already so I did not offer any “freebies” or discounts. Most of the people I knew on facebook had “part-time businesses” but I managed to close one account for a very nice monthly recurring deal.

I promoted my business page on my personal profile and got 2 clients from people who contacted me after seeing a link on lead generation techniques. Closed 2 lead generation websites. (Monthly rentals)

Step it up a notch

I then talked to the owner of a restaurant I frequent about once every two weeks. This one need more discussions, because although they knew me, there was no real trust built.

I showed some case studies and results we achieved, and that almost got me the client but I was asking for \$997 plus \$47 a month in maintenance for a complete package and he was nervous.

But then I made the offer of \$397.00 cash and \$50 added to the \$47 a month to be paid to me in free food. And the guarantee that if we did not see results, he could cut me off at anytime.

We made the deal.

I visited a few more places and made more deals in cash only and in barter and in combination of both.

The Final Jump

Once you make a few sales, deliver a great service and people start commenting on how your services is helping them, you have the confidence to go out and talk to anyone. (This is even more so when they are the ones calling you).

The first day after my first attempt and the Facebook Attraction Method I received two phone calls. One agreed to a free demonstration and signed for a facebook Fanpage and website re-design. The second person is still “thinking” about it.

Also, I’ve received phone calls and emails since from people who were referred by my new clients.

I now have momentum and all I need is to continue to go out and introduce myself to the business community, post relevant content on my Fanpage and to interact with the businesses that “like” me.

Part 5

Performing the Fanpage Services

Performing the services can be the easiest part or the most daunting part. It depends on your skills, and how much of the work you want to complete yourself.

When I offer to create a page I take care of the following components.

The Sidebar Image. It needs to be 180px wide and I usually make it 550px high. This gives you a long enough canvas to insert the information that is needed.

I add the phone number of every local business in the image as well as other details such as logo and call to action. I will show you in the next step what is an Optimized Image

How to Maximize the Sidebar Image



Call to Action - "Like" our Page

Calling Attention to Optimized Images

Logo or Industry Specific Image

Business Name

Telephone Number

Business Address

More Details

Calling Attention to Bottom Tabs

The Optimized Image. Those are used at the top of the wall page to promote anything you want. It was not designed by facebook to be used as such, but some clever people discovered how to maximize the images at the top of the page.

People have figured that they can create an image with a header for added sales impact and text at the bottom that point to a link in the comment box that leads to anywhere on the internet.

When the page is visited, the images look like ad banners or action buttons. People are used to clicking those to find out more about what the offer is.

Here is how the optimized images look on a page.



Once clicked the images are enlarged and the complete image shows as follows...



The image is fully displayed in a lightbox model where you can still see the background, but a complete message is presented to the visitor.

Notice the red arrow pointing to the comment section. This link will send visitors to the website.

For this technique to work properly the image needs to be 720px wide by 720px high. This gives you the correct canvas size to put the image, the header and the bottom text with the arrow pointing to the link. (You have a template in the members section.)

See it in action at FB.com/EndlessTrafficTap

The Vanity URL

The next step I take is to secure a Vanity URL for the facebook Fanpage.

The default URL for a facebook Fanpage is something like this: <https://www.facebook.com/pages/Niagara-Deals/141959622570810>. A vanity URL on the other hand is unique and a whole lot shorter and looks like this: <https://www.facebook.com/ICC.Niagara> or you can go even shorter by using [fb.com](https://fb.com/ICC.Niagara) which is another way of reaching facebook [https://FB.com /ICC.Niagara](https://fb.com/ICC.Niagara)

At the time of writing this report, you need at **least 25 Likes** to your Fanpage before you can apply for the free Vanity URL.

Once you have the 25 Likes required, simply login to your facebook account and head over to fb.com/usernames. Once there the list of all the Fanpage you manage will be displayed and if you select one with a least 25 Like, you will be given the option to create a unique name for it.

The Welcome Tab and the Fan Gate

By default, facebook sets the Wall as the default landing page for your first time visitors. (But you can change that in that in your settings.)

Once someone has landed on your default landing page they've deemed to have made contact and if/when they come back they will be directed to your wall. They can explore your tabs, which are bellow your profile picture, but that's now a choice they make.

So an extremely important step to do is to create a landing page tab and change the settings in your Fanpage setting to make that new landing page the default instead of the Wall.

AND for a **bigger impact** we can set a Fan Gate in front of that new default landing page. This means that the new visitor must "Like" our Fanpage before they get to access the landing page.

Collecting "Likes" is our objective, the Fan Gate is our tool.

Tabs, Apps and the <iframe>

The short version of it is that facebook allows you to create simple apps that allow you to create tabs which are iframes that display content from other sources.

You can have almost anything show up inside an iframe. A web page, videos, images, audio, other apps, a WordPress site and so on...

I mainly use webpages and images to display the message I want. In a basic contract I will include one image that I use as a Fan Gate which reveals a mini website created with Wordpress.

All external apps and pages must now be hosted on a secured website **so you need a SSL certificate** for the hosting site you're using.

I charge at least \$27 per month for hosting on my secured server.

You will find the complete step by step guide on how to create the apps, tab and how to import the content into the iframe in the members section.

Uploading Content Using Your Phone

If want to upload content to your page using your Smartphone. Go to the Edit section of your business page and then the mobile section. You will find the easy step by step instructions on how to post on your wall using your mobile device.

Other Apps, Whistles and Bells

There are hundreds of apps out there that will make your life easier to create content for your business clients. I've not started using them much yet, but that will become a service upsell option later down the road.

Closing Thoughts

Now that you have the complete method it's time for you to take the steps required to build your business. One by one, one foot in front of the other and you will reach your destination.

Do not let this material go to waste and pre-judge what people are going to say before they say it. Learn this method, apply it and you will become the proud owner of a successful offline marketing business.

If you have any questions, please use the support desk in the members section. You can also find help at the Facebook Attraction Fanpage at <http://fb.com/fattraction>

Introduce Yourself Like a professional Business Person Who Can Help Local Businesses... And You can Make all the Money You Want.

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