

Local Lead Drop 2.0

Quick-Start Guide



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Choose One or More Lead Sources To Use

- [Thumbtack.com](https://www.thumbtack.com) is available for providers with a US address, providing services to buyers in the US.
- [Bark.com](https://www.bark.com) is available for providers almost anywhere in the world, serving buyers in several countries
- [Star Of Service](https://www.starofservice.com) - France
- [Zaask](https://www.zaask.com) - Portugal
- [Cronoshare](https://www.cronoshare.com) - Spain
- [SkillDigger](https://www.skilldigger.com) - UK
- [ServiceFinder](https://www.servicefinder.com) - Sweden
- [YouDo](https://www.youdo.com) - Russia

For those in the US, Thumbtack and Bark are both great options. Thumbtack has a higher volume, but Bark.com has far less competition.

Setup Your Profile To Stand Out

- Include as many examples of your work as possible
- Get past clients to submit a testimonial
- Select as many categories as possible that are at all related to your business. You can always remove some later, as you see what type of projects come through in each category.
- Go through the settings menu, and fill out everything possible. The more you include here, the more bid requests you will receive, and the more likely people will be to want to work with you.
- Set your travel preferences to as flexible as possible. You may not be interested in traveling 100 miles, but if doing so once or twice results in a \$5,000/month project, it may be well worth it. Not everyone will even want to meet in person, so you want to be open to as much as possible, and you can work out travel details later.

Questions and Answers 0 questions answered

Answer some extra questions about your services
 Clients treat your responses as a pre-interview. Professionals who answer 8 questions and demonstrate expertise are much more likely to be hired.

What is your typical process for working with a new customer?

Optional

What education and/or training do you have that relates to your work?

Optional

Do you have a standard pricing system for your service? If so, please share the details here.

Optional

How did you get started doing this type of work?

Optional

[< Settings](#)

Travel Preferences

WHERE DO YOU MEET YOUR CUSTOMERS?

I travel to them



I'm willing to travel

150 miles



They travel to me



Phone or internet only



Find Exceptional Projects To Bid On

- Only bid on projects with a good description of what they need.
- On Thumbtack, generally avoid projects without a stated budget.
- Don't bid if you see indicators that they don't know what they want. (A lot of "I don't know" responses or blank answers)
- We bid on projects locally and nationally, but local businesses are typically more likely to respond and hire.

Johnnie, based in Downey, California, has just asked us to help them find a quality Web Designer nationwide.

If you get back to Johnnie quickly, there's a strong chance you'll secure the business. So take a look at the request below and, if you can help, click the following link to contact them right away.

[Contact Johnnie Now](#)

Client details



Johnnie
Web Design
Nationwide
18 credits to respond



Johnnie has made their phone number available. We will make it available to you when you send your first message.

Project details

What type of website is it?

Business

Do you know what style you want?

No - but I know roughly what I want

How soon would you like the project to begin?

Less than 1 month

Is there a deadline for this project?

Up to 1 month

Which of these best describes your Web Design requirement?

One page website that scrolls

What are the objectives of your website?

Help customers find my business online, Sell my product or service and take payments online, Sell my produce or service, taking payments offline, Provide information to the public

What additional services do you need?

Search engine optimization, Mobile optimized, Blogging

Please give a brief description of your requirements

Looking for elegant simple website for event planning. Portfolio and testimonies

Avoid Fraud

Red Flags to Watch Out For:

- Broken English
- They immediately ask you to converse over email.
- They give an excuse for why they can't speak on the phone.
- They ask if you are the owner.
- Their questions are weird.
- They try to arrange for you to pay a "writer" or "consultant" on their behalf.

Do not ever send money to someone you meet on Thumbtack, even if they have already paid you.

If you ever bid on a project, and find out it is not legitimate, tell Thumbtack, and they will quickly refund your credits.

Website type

E-commerce

Additional details

Thank you. I have small scale business which i want to turn into large scale business. The company is based on importing and exporting of Agriculture products such as Kola Nut, Gacillia Nut and Cocoa so i need a best of the best layout design for it. i need you to check out this site but i need something more perfect than this if its possible <http://www.agroamerica.com>... the site would only be informational, so i need you to give me an estimate based on the site i gave you to check out, the estimate should include hosting and i want the same page as the site i gave you to check out and i have a private project consultant, he has the text content and the logos for the site. Note: 1. I want the same number of pages with the example site i gave you to check excluding videos and blogs. 2. I want only English language 3. I don't have a domain yet but i want the domain name as KassonFarmsproducts.net 4. you will be updating the site for me. 5. i will be proving the images, logos and content for the site. 6. i want the site up and running before ending of next month. Kindly get back to me with: (1) an estimate (2) And will like to know if you are the owner ?? Best regard Kasson

Content work needed

Build brand identity

Number of pages

6 - 10 pages

Budget

Over \$3,000

The 4-Step Bidding Process

- Stay within their stated budget (if applicable).
- If they are local, offer to meet them at their location.
- Offer to setup a phone call, and give specific days and possibly times.



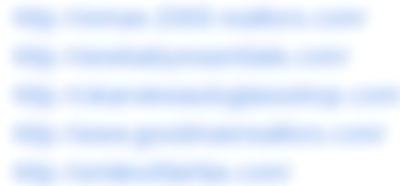
Quote Estimate:
\$1,497.00 total price
[Update price](#)

4 days ago

Message:
Hello,

I would love to see if we could work together. I own a web design and marketing agency based in

We create beautiful and modern websites for our clients. Here are a few examples of websites we've created recently:



We would be happy to create a free mockup design, so you can see what we envision for your site's design. We would need to nail down some specifics before creating a final proposal and quote, but we pride ourselves in being able to work within nearly any budget.

I would love to meet anytime this week that is convenient for you, or we can speak on the phone at any time. Thanks!

Robert Dickson

- Show examples of past work and happy clients

After bidding, always use the scheduler to suggest times and dates for a phone call or meeting.

Scheduling with Larry Johnson
Web Design

Get started with Larry by suggesting times for a call or meeting.

What do you recommend?

10-minute phone call

30-minute onsite

30-minute in-person consult

[Suggest Times](#)

Follow Up Relentlessly

- You will close more than twice as many clients if you follow up repeatedly, and consistently.
- Respond every few days, and at least once per week.
- If they are local, offer to meet them at their location.
- Suggest certain times when you are available for a phone call.
- If you know their website, create an item of value for them, like a demo video or website, or a custom marketing plan.
- Don't stop getting in touch with them unless they change their mind and tell you no!
- Some people won't respond for weeks or more, but when they do, there is a good chance you will close the sale.

Close The Deal

- Find out everything they need
- Explain similar successes you've had
- Demonstrate your expertise
- Explain that you need to do research
- Send over a proposal
- Send instructions for getting started.

Why To Use Our Low-Stress Close:

- Month to month contracts set you apart from shady businesses.
- People hate being put under pressure - especially business owners.
- It demonstrates that you care about helping them more than taking their money.
- It positions you for the long-term

Scaling Up and Exponential Growth

- Look for ways to improve their project specs.
- Discuss their goals for the project, and do some research.
- What other things can you do to help them meet their goals?
- Do you offer larger packages or add-ons that would be beneficial to them?
- The biggest thing that will get you more business is delivering a great service the first time! Be responsive and helpful.
- Once the initial service is delivered, mention that you can help them in other areas as well.
- Draw up a proposal, and schedule a time to go over it.
- Ask them if they know of anyone else who could benefit. Be as specific as possible.
- Offer a discount on ongoing marketing services for any closed referrals they send to you.