

# 2021 Sales Guide



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## **MISSION STATEMENT**

Our Mission is to give every person on the planet the power to help save a life, on the spot...especially their own.

Let's face it: There will come a time when you will need immediate medical care. When that time comes, if loved ones are not near and you're unable to communicate, how will those coming to your aid know your emergency contacts are or what allergies you have? How about your medications? And, who is your primary care physician? What if you're allergic to penicillin and the paramedics, not knowing your medical details, give you a penicillin shot? What if your son has a severe allergic reaction to bee stings and is found by his friends with intense swelling and having trouble breathing? How will they know what to do in this critical life or death situation?

These are just a few situations that people will find themselves in. And, because getting the proper medical treatment is so timely, you need a simple but powerful tool that will instantly supply the necessary information to anyone giving aid. Whether it's a paramedic, loved one, friend or a good Samaritan who responds to your emergency first, our patented program with QR Code technology will instantly give them the timely life-saving information needed that can save your life! What's also so unique about this medical information system is YOU have complete control over the health data you provide, it's secure and very easy to set up.

Our Smart Stickers are the ultimate solution for the everyone, especially the elderly, children and those who travel. No more delays. Get access to your life-saving medical information when and where it's needed, INSTANTLY! We make it a mandate to assist in the care of our elderly loved ones, children, and family members while assisting healthcare organizations to increase not only their productivity but also to enhance their ability to access patient records instantly, especially during emergencies. We are a BBB Accredited Business and an "A" rating.

## **TABLE OF CONTENTS**

- Initial Steps & What to Expect
- Understanding QR Codes & QR Code Technology
- CRM Options
- Social Media
  - How to set Up Social Pages
  - Sample Posts + Images
- Marketing Brochure & Sell Sheets
  - o Complete Tri-Fold Brochure Sell Sheet for Kids
  - o Sell Sheet for Family
  - Sell Sheet for Seniors
- Business Card Template
  - o Generic Templates Front & Back
- How-To Section
- Templates
  - Email Scripts
  - Video Scripts
  - Nature Outreach + Lead Aggregator
- Marketing Ideas
  - EDDM (Samples included herein are camera-ready just add your Order Number
     2870
  - EDDM (Samples included herein are camera-ready just add your Order Number 2870

## **Initial Steps & What to Expect**

You will receive one email with your login information so you can access all systems. You will be able to log into the Dreamhost email hosting dashboard to set up your signature and get a feel for the user-interface. This will arrive in both your personal email that you provided us with when you signed up and will be sent to your new email with <a href="mailto:flast@accountmedical.com">flast@accountmedical.com</a> so you have a copy of it to retain for your records. We also suggest that you print this information out or copy it down to ensure you can access the system.

Log into the dashboard using your username and password to get your four-digit XXXX code. This code only needs to be used when marketing outside your zip codes on social media for instance.

## What Are QR Codes?

Ever wondered how QR codes came to be? Ever wondered what function they serve? QR codes are amazing tech that is so simple, and the tech is experiencing a resurgence in multiple sectors. So, what are QR codes and what do you need to know to cash in?

First let me give you the geeked out version that I like from Wikipedia, the free encyclopedia below. Just know the basics that a QR code is a 2-D version of a barcode that most everyone is already familiar with.



QR code (abbreviated from Quick Response code) is the trademark for a type of matrix barcode (or two-dimensional barcode) first designed in 1994 for the automotive industry in Japan. A barcode is a machine-readable optical label that contains information about the item to which it is attached. In practice, QR codes often contain data for a locator, identifier, or tracker that points to a website or application. A QR code uses four standardized encoding modes (numeric, alphanumeric, byte/binary, and kanji) to store data efficiently; extensions may also be used.[1]

The Quick Response system became popular outside the automotive industry due to its fast readability and greater storage capacity compared to standard <u>UPC barcodes</u>. Applications include product tracking, item identification, time tracking, document management, and general marketing.<sup>[2]</sup>

A QR code consists of black squares arranged in a square grid on a white background, which can be read by an imaging device such as a camera, and processed using Reed-Solomon error correction until the image can be appropriately interpreted. The required data is then extracted from patterns that are present in both horizontal and vertical components of the image.<sup>[2]</sup>

Will QR see the rage of old and be plastered on flag poles and bus stops? Most likely not and there is a reason for this. The tech is being applied in unique ways that are totally new and, in some cases, it is simply that technology i.e. mobile devices that read QR codes no longer need an app downloaded to view the QR information stored inside. You can now just point your camera at the QR code, and a link will pop up without the need to take an image. Repeat, you do not need to take an image for this to work on most current phones and if you have an older phone, we suggest that you download an app using the links provided below. Then you would just tap the link and it opens. Depending on your phones speed, Wi-Fi connection etc. usually what was once an actual download like a menu at your favorite restaurant, now the speed is so fast that in most cases the information is displayed within a second or less. Larger files might take a few seconds but nothing you would really notice or mind and the amount of information that can now be displayed and shared is amazing.

## 1. <u>App Store – Apple</u> Error! Filename not specified.

www.apple.com/ios/app-store

The **App Store** is the best place to discover and download **apps you'll love** on your iPhone, iPad, and iPod touch.

## 2. <u>Android Apps on Google Play</u> Error! Filename not specified.

play.google.com/store/apps

Enjoy millions of the latest Android **apps**, games, music, movies, TV, books, magazines & more. Anytime, anywhere, across your devices.

## Which CRM Is Best for Me?

#### What CRM Is Best for Me?

What do you do with all those leads in your BusinessOpportunity.com back office? The data only helps you produce profits when you put it to work.

How you manage your lead data is as important as the leads themselves. That's why you need a Customer Relationship Management tool, usually referred to as a CRM.

### The Advantages of a CRM

These apps let you stay up-to-date with all the contact information you get from customers, leads and prospects. They let you stay on top of what you sent, when, to whom. When you use a CRM, you have a full history of your contacts with the people interested in your product.

When all this data is right at your fingertips, you get a full overview of what your customers want, what they are responding to and what makes them happy. Most also help you track tasks, appointments and goals.

As a rule, these systems are not too expensive. In fact, a few are free. Here is a look at the top 10 CRMs for small businesses and those in the business opportunity field.

### #1. Zoho

Zoho tops the list for many small businesspeople when it comes to the most useful, flexible and easy-to-learn CRM available. The also love the fact that the basic package is free, up to 10 users. Investing in the standard product opens up more features.

Zoho is feature-rich, one of the most comprehensive CRMs on the market. It handles leads, tasks and contacts. It makes it easy to use social media and web forms. It is an excellent sales automation tool.

It works seamlessly with the other apps that are part of the Zoho suite, including project management and customer help desk. You can use it when to log calls, make note of visits to customers and even find leads on maps.

Free trial: Yes

Paid plan: Starts at \$12 a month for each user

Mobile-friendly: Yes

### #2. Insightly

The strength of Insightly is its abilities with project management. You can set milestones for your sales goals, assign tasks to different staff members, set up a schedule and print out reports.

The sales functions are also very effective. You can manage your contacts easily, use social media and handle mass emails. Collecting leads and keeping track of sales info are straightforward.

Free trial: Yes

Paid plan: Starts at \$12 a month for each user.

Mobile-friendly: Yes

### #3. HubSpot

HubSpot offers a free CRM at full capability. You don't need to buy anything to unlock more features. You can pay for additional sales modules, but these are often not needed for business opportunity owners.

The CRM handles contacts and emails. You can give staff member tasks to do. There are no limits on users or storage space. You can link it up to HubSpot Sales for additional functionality.

Free trial: Always free Mobile-friendly: Yes

#### #4. Apptivo

Apptivo makes it easy to handle your contacts, tasks and scheduling data. It includes project management tools, purchase order tracking and invoicing. The paid option includes 3GB of storage for each user. You can do bulk emails and it integrates with the Google tools like Calendar and Tasks.

Free trial: Yes

Paid plan: Starts at \$10 a month for each user

Mobile-friendly: Yes

### #5. Batchbook

The big strength of Batchbooks is the way it handles your communication. You can track your calls to customers, your emails and even your customer's tweets!

Your group can add comments and you can assign tasks. You can collaborate on information as a group from anywhere.

Free trial: Yes

Paid plan: Starts at \$19.95 a month for each user

Mobile-friendly: Yes

#### #6. Salesforce

Salesforce is both a medium and small business CRM. It is more elaborate than others in the list and has a learning curve. It tracks customers, offers complete contact management, helps with forecasting and will let you plan lead generation. It offers workflow automation and a host of tools to help you collaborate with your team.

Free trial: Yes

Paid plan: Starts at \$25 a month for each user

Mobile-friendly: Yes

### **#7. PipeDrive**

The big selling point for PipeDrive is how simple it is to set up and use. The graphical interface is intuitive and prompts the user. You can customize it for your needs and do goal setting with it. It works with Google Apps. It does sales tracking as well as invoice tracking.

Free trial: Yes

Paid plan: Starts at \$12 a month for each user

Mobile-friendly: Yes

#### #8. Base

Base is a very comprehensive CRM. It does contact and lead management, plus all aspects of communication. It is very intuitive and easy to set up. It will supply a wide range of reports based on your data, from revenue to total sales and goals. It offers a variety of integration for third-party apps.

You can check your sales pipeline information, the progress of your active deals, tasks currently assigned and what your appointments are, all from your dashboard.

Free trial: Yes

Paid plan: Starts at \$25 a month for each user

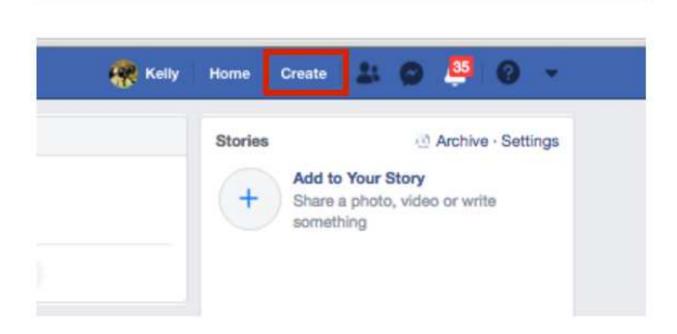
Mobile-friendly: Yes

## Social Media in Detail

## Follow these 7 steps to learn how to create a Facebook business page:

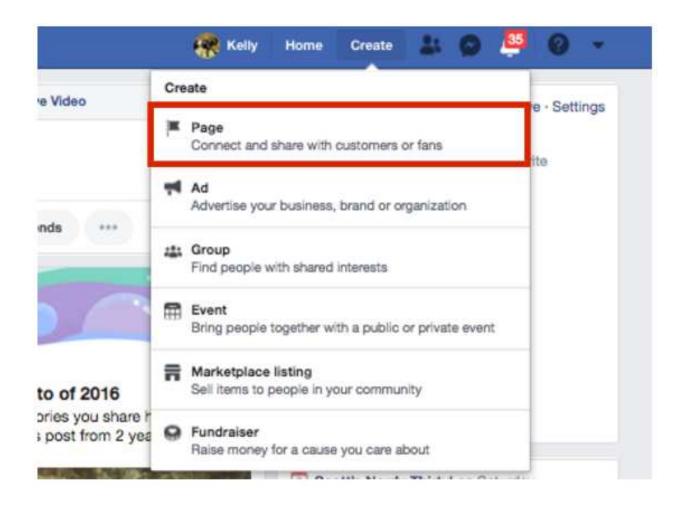
1. Register for a Facebook Business Page

Facebook business pages are created using a personal Facebook account, so you'll need to first log in to your Facebook account. In the right-hand side of the blue toolbar, find and click the "Create" button.



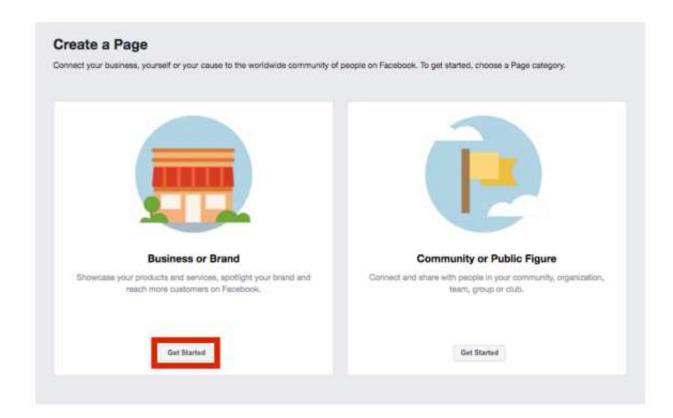
## Select "Page" from the Menu

A drop-down list will appear after clicking "Create." Select the first option, "Page," to create your Facebook Business Page.



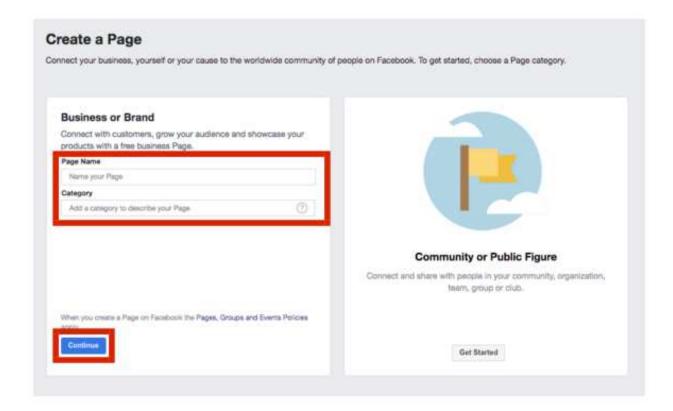
## **Choose a Page Category**

You will have the option between two-page categories—a "Business or Brand" or "Community or Public Figure." Most for-profit businesses will want to choose Business or Brand.



## 2. Enter Your Business Information

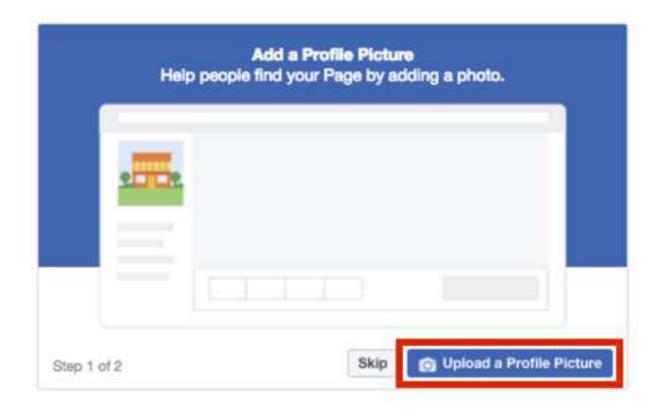
Tell Facebook what you want the name of your business page to be. This should be the same as your actual business name. Then, choose a business category that best represents what your business offers. For example, a clothing brand could enter "Clothing," which will then pre-populate a list of related options for you to choose from.



## 3. Upload Your Profile Picture & Cover Photo

Next, choose a photo to upload as your business page profile picture. Businesses commonly use their logo as a profile picture, but you may use any photo that represents your business and your business' branding. Be sure that your image is clear and doesn't get cropped.

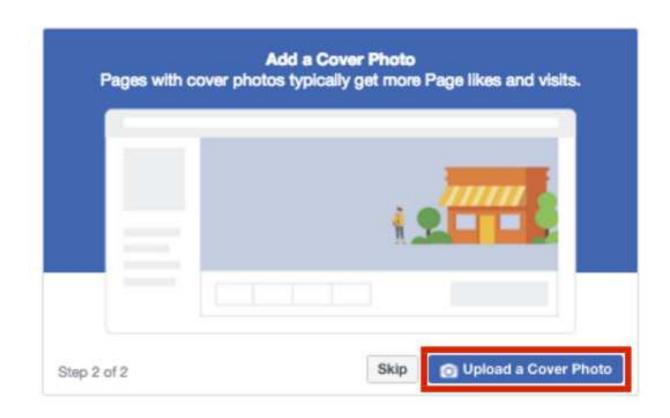
If you don't already have an image in mind that you'd like to use, or are in need of a new one, it's worth checking Bluehost. There you can find freelance experts who can design a professional profile picture for you, whether it's a logo another image, at an affordable price.



Next, consider uploading a cover photo. A cover photo is the background image that appears on your Facebook Business Page, similar to your personal Facebook account. You want your cover photo to be visually appealing and representative of your business. Your cover photo should be at least 400 pixels wide by 150 pixels tall. You can check out our list of Facebook page templates for your small business.

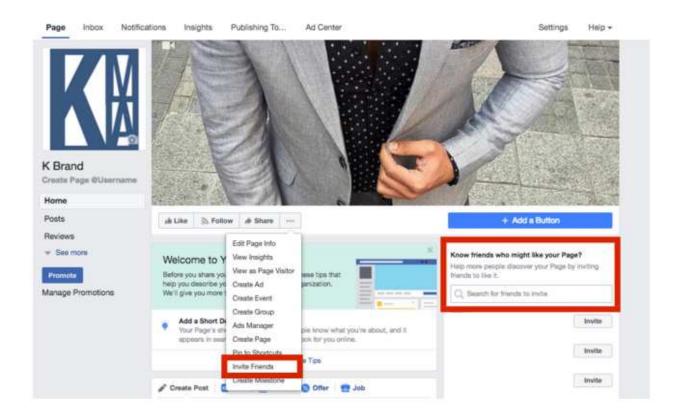
If you are having trouble finding a cover image, you can create one for free using Canva. It includes many Facebook cover templates that you can easily customize without any graphic design skills or knowledge.

For more information, check out our guide on how to design a Facebook business page.



## 4. Invite Friends to Like Your Page

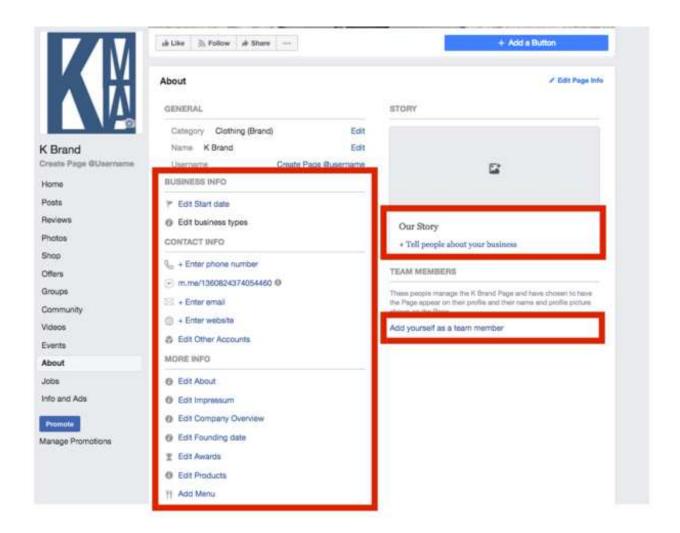
Facebook will prompt you to invite your current Facebook friends from your personal account to like your new business page. Existing Facebook friends can provide a good initial base of likes for a new Facebook Business Page, so it is advised to go ahead and do this. Either click the pop-up prompt or invite friends from your "..." button from your business page as illustrated below.



### 5. Include Additional Business Details

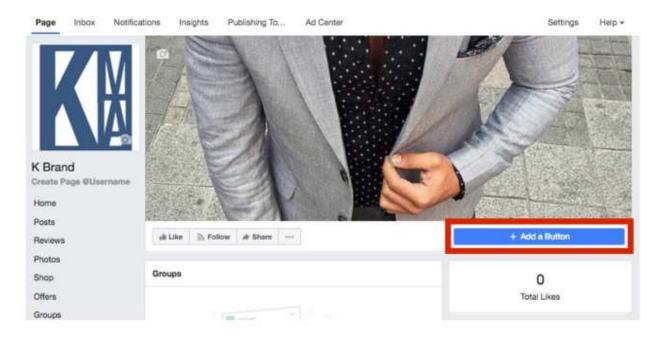
In the left-hand menu, find and select "About." This is where you will input information that tells readers about your business, from ways to contact you to your products or menu. Enter all pertinent information, such as your website, hours, and contact information.

It's not uncommon for a business' Facebook page to rank higher in organic search than their website, given Facebook's domain authority. Keeping this in mind, it's important to complete all information, as it may be a potential customer's first point of reference for your business.

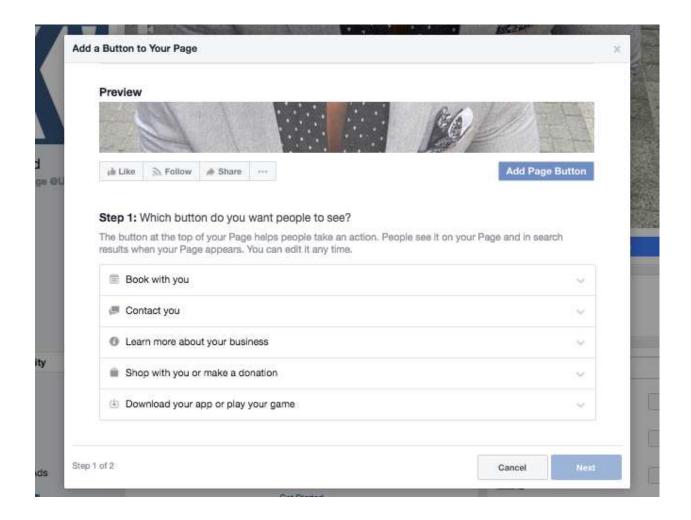


### 6. Add a Button to Your Page

After you have input all of your important information into your Facebook business page, you will want to add a button to your page, which will appear in the top right-hand of your business page below your cover photo. This acts as your Facebook page's call-to-action (CTA) and is free to use. Including a relevant one to your business can help generate more leads, and in return, increase sales. To do this, click the blue "+ Add a Button" option on the left-hand side of your page below your cover image.



You can choose from the following types of buttons: Book with You, Contact You, Learn More, Shop, or Download. Select the button type that best suits your business. For example, a hair salon would likely want to use the Book with You option, whereas a brand selling products would find the Shop option a better fit.



### 7. Market Your Facebook Business Page by Being Active on Facebook

Creating a Facebook Business Page is only the first step to using Facebook Business for your business. You will need to be active on Facebook in order to market your page and grow an audience. For example, you will not only want to be consistent in posting on your page, but you will also want to actively participate in relevant groups where your target audience is likely spending their time.

Looking to learn how to add an account on <u>Instagram</u>? If you already have an Instagram account, creating a second one is easy.

Instagram allows users to have 5 accounts on the same device, and you can switch between accounts without logging in and out each time. The same email or phone number cannot be attached to more than one account, however.

## Why Have Two Instagram Accounts?

You may be wondering why someone would need a second Instagram account. Many people on Instagram have personal accounts where they share pictures of their daily lives with friends and family online. Most businesses also have Instagram accounts, however, and many Instagram users create second accounts for their businesses.

A second Instagram account can have many purposes. One simple reason to make a second account is if you get locked out of an original account, or if you lose the account for some other reason. A second account may just be a fresh start.

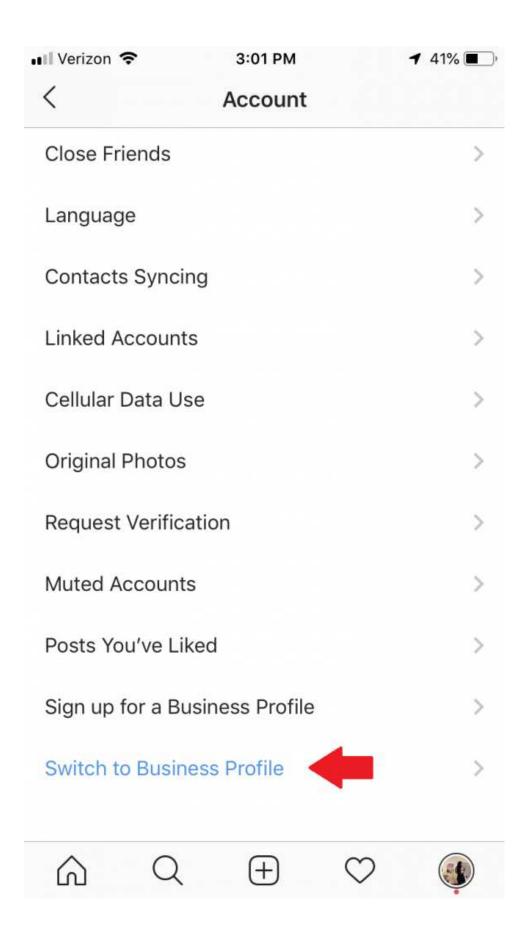
Many users have a second account called a <u>finstagram</u>, or finsta for short. These are funny, casual accounts where people share pictures that weren't worthy of their real Instagram. <u>Instagram influencers</u> and bloggers often have second accounts, one personal, one based on their business or blog topic. Instagram blogs tend to be very focused on their niche industries, be it <u>fitness bloggers</u>, beauty bloggers, or other specific industries. For this reason, these bloggers often have a second account for their general or personal posts.

Regardless of why you need a second Instagram account, we'll walk you through the process of creating your new account.

## Create an Instagram Business Account

<u>Instagram</u> reports that over 25 million businesses have an Instagram account for their brand. Business accounts on Instagram get extra features, called Instagram Insights, that reveal data about each post's impressions, reach, and your account's audience.

If your second account is for your business, convert to a business profile. You can do so by going to Settings > Account Settings > Switch to Business Profile. <u>Use Instagram to grow your business</u> through social media marketing, or create <u>Instagram ads</u> to use this popular platform to as a lucrative advertising tool.

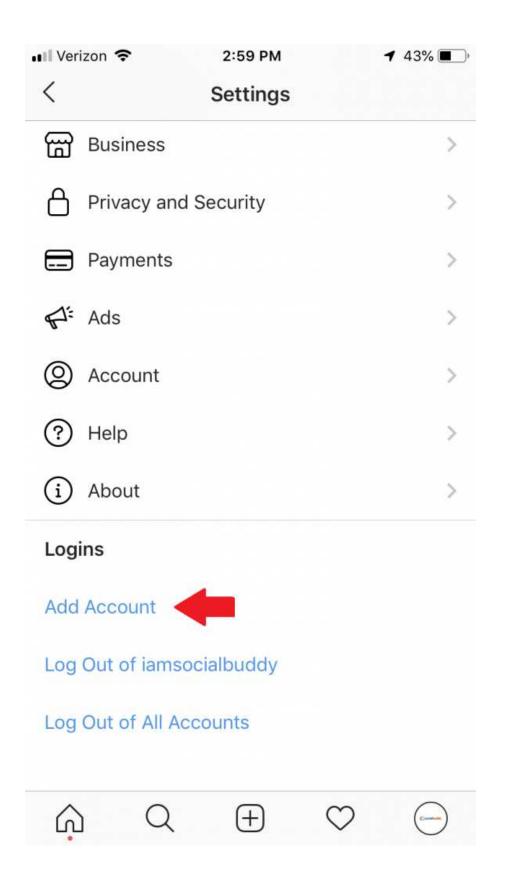


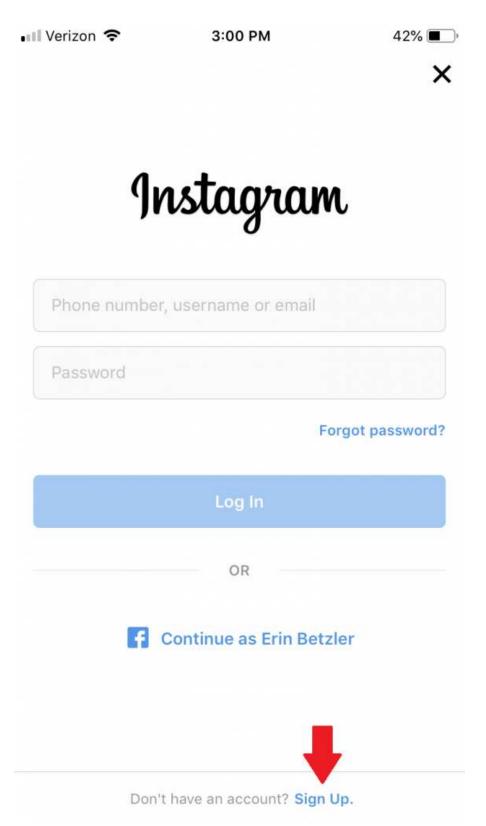
## **How to Add an Account on Instagram**

To add a new account on Instagram, you'll need to use a different email address or phone number from your first account. This is a minor inconvenience, but not too hard to work around.

If you used your email for your first account, you could simply use your phone number for the second. If not, you may need to create a new email account for your new Instagram account. Follow these steps to add a second Instagram account:

- 1. Go to your current Instagram profile.
- 2. At the top right corner, tap the three horizontal lines menu icon.
- 3. Tap the settings gear.
- 4. Scroll to the bottom and click "Add Account"
- 5. If the account already exists, enter the username and password.
- 6. To create a new account, click "Sign Up" at the bottom of the screen and follow the prompts to make a new account by phone or email.





From here, you can create a username, add a profile picture and bio and begin sharing on your new account.

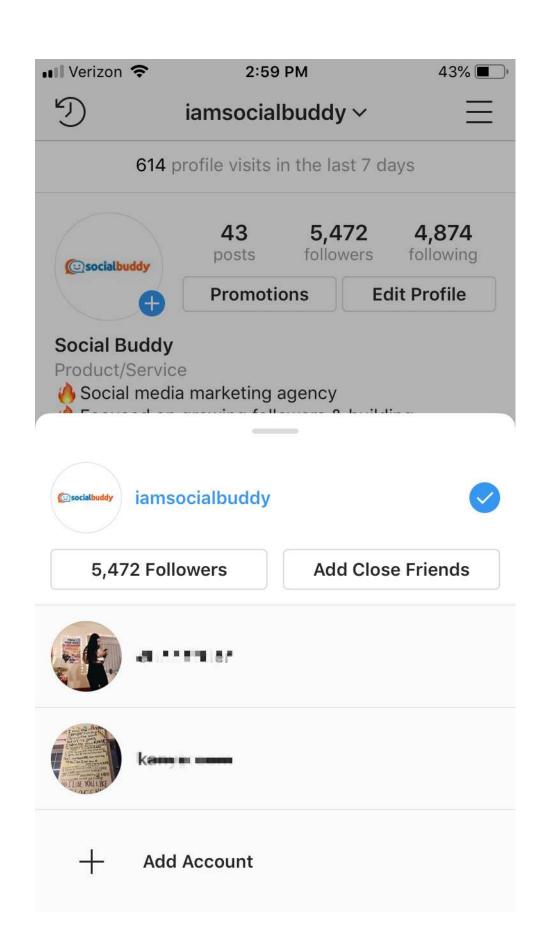
## **How to Switch Accounts on Instagram**

Once you have two (or more) Instagram accounts, you'll need to be able to switch between them. Luckily, Instagram makes this process easy; you won't have to log out and log back in every time you want to check out your other account.

Instagram allows five accounts to be linked on one device. Once you've created a new account on your device, you should be automatically logged into both.

To switch from one account to another, follow these steps:

- 1. Go to your profile.
- 1. At the top of the screen, click your username.
- 2. A menu will pop up with each of your accounts. Click the one you want to switch to, and you'll be brought to that profile.



You can also switch accounts from any tab on Instagram by holding down the profile picture icon in the bottom right corner. The same menu will pop up for you to choose from.

## **How to Link Instagram Accounts**

Once you've created a second account on the same phone as your first account, the two are linked on your phone. This makes it easy to switch back and forth.

While your accounts are linked via the app you logged into both on, they are not tied together publicly on Instagram. If you want to create a connection between these two accounts, you'll have to promote each account on the other.

One way to do this is to tag the opposite account in your bio to send followers from one account to the other. You can also tag your new account in posts and stories to establish a connection and hopefully help followers reach your second account.

With two accounts, you'll receive notifications for both. You can change your settings to turn off push notifications for one or both accounts if you wish. If not, your notifications will appear preceded by the account they relate to in brackets: [iamsocialbuddy] Erin liked your post.

## SAMPLE SOCIAL POST

Quote of the day: Happiness is a butterfly, which when pursued, is always beyond your grasp, but which, if you will sit down quietly, may alight upon you. - Nathaniel Hawthorne #learn #educate #quoteoftheday #greatquotes #quotes #quotestagram #quotestoliveby #earnfromhomeopportunities #wealthbuilding #goals #success #successmindset #internetbusiness #getstarted

Here is today's post to copy & paste, repost, use as you see fit and to help with ideas. Your posts might be better and please remember to share on your personal profiles if you have not set up your own profile pages yet. If you need directions on how to set up any type of social profile page, please text, call or email me and I will reply with step-by-step instructions.

MAKE SURE TO USE YOUR FOUR-DIGIT ORDER NUMBER IN ALL SOCIAL POSTS!!!

### Instagram:

### Facebook:

#### LinkedIn:

Alt Text Image: Buy Your Account Medical QR Code Smart Technology Subscription Today to Better Protect You and Your Loved Ones.

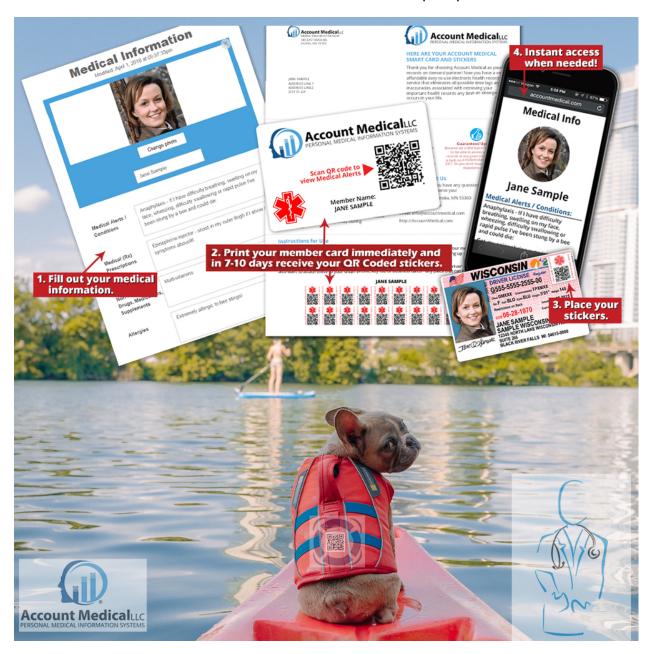
### Twitter:

Alt Text Image: Buy Your Account Medical QR Code Smart Technology Subscription Today To Better Protect You and Your Loved Ones

Alt Text Description: (usually used for all Twitter images - if you are not using this feature, try it out because it can make your images work harder for you and over time it makes a big difference to sales.)

QR Code Smart Technology Can Save A Life - Possibly Your Own. Click or call (651) 401-8089 to get started. Costs only \$5 for a month or \$60 for the year. You can also store all of your medical information privately to help you in almost any medical emergency and our open-source QR scan can show as much or as little information that you wish. Medical allergies? Heck - we have space for that. Medications? Dosage? Frequency? Double Check. We have the system you need to stay safe and it makes a great gift!

## Scan the QR Code to see Jane Samples profile





MORE IDEAS:

Instagram:

R Code Medical Alert System Technology ★ ONLY \$5! Our super-simple medical profile affords you the ability to privately organize all for your medical information into a one-tap-display-on your-phone system, combined with the life-saving information for ANY emergency that our QR code smart stickers can provide! This service costs less than a Subway Footlong Sandwich!

Kids off to Summer camp? You need this service. Anyone you know if in a group home? You need this service. Anyone, you know has medical allergies or alerts? You need this service. AccountMedical.com

- Your emergency contacts can be informed immediately if you are seriously hurt, become ill or ever need immediate help.
- Place QR stickers on all valuable personal items so if lost, you can quickly be contacted to retrieve them.
- Upload records, x rays that medical personnel can quickly view/download when needed.
- Any hospital/doctor around the world can view and download your vital medical info if you're incapacitated or unable to communicate due to language barrier.
- Private storage locker for important documents.
- QR code stickers are permanent and highly water-resistant.

ONLY \$5 per month or \$60 for a year - get your medical profile account now AccountMedical.com

#accountmedical #medical #healthylifestyle #emergencymedicine #emergency

#emergencyroom #emergencypreparedness #health #coronavirus #covid19 #safetytips #travel #traveltips #medical #protection #family #kids

#### Facebook:

R Code Medical Alert System Technology ★ ONLY \$5! Our super-simple medical profile affords you the ability to privately organize all of your medical information into a one-tap-display-on your-phone system, combined with the life-saving information for ANY ← emergency that our QR code smart stickers can provide! This service costs less than a Subway Footlong Sandwich! AccountMedical.com USE ORDER NUMBER XXXX

Kids off to Summer camp? You need this service. Anyone you know if in a group home? You need this service. Anyone, you know has medical allergies or alerts? You need this service. AccountMedical.com

- Your emergency contacts can be informed immediately if you are seriously hurt, become ill or ever need immediate help.
- Place QR stickers on all valuable personal items so if lost, you can quickly be contacted to retrieve them.
- Upload records, x rays that medical personnel can quickly view/download when needed.
- Any hospital/doctor around the world can view and download your vital medical info if you're incapacitated or unable to communicate due to language barrier.
- Private storage locker for important documents.
- QR code stickers are permanent and highly water-resistant.

ONLY \$5 per month or \$60 for a year - get your medical profile account now

AccountMedical.com #accountmedical #medical #healthylifestyle #emergencymedicine

#emergency #emergencyroom #health #coronavirus #covid19 #safetytips #travel #traveltips

#emergencypreparedness #medical #protection #family #kids

#### Twitter:

Be , Stay safe, get covered for only \$5 bucks or \$60 for the entire year!! Don't let a medical emergency catch you off guard. Sign up now at AccountMedical.com using Order Number XXXX

#accountmedical #medical #healthylifestyle #emergencymedicine #emergency
#emergencyroom #health #coronavirus #covid19 #safetytips #travel #traveltips
#emergencypreparedness #medical #protection #family #kids

#### LinkedIn:

QR Code Medical Alert System Technology ONLY \$5! Our super-simple medical profile affords you the ability to privately organize all of your medical information into a one-tap-display-on your-phone system, combined with the life-saving information for ANY emergency that our QR code smart stickers can provide! This service costs less than a Subway Footlong Sandwich! AccountMedical.com USE ORDER NUMBER XXXX

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#emergencyroom #emergencypreparedness #health #coronavirus #covid19 #safetytips #travel
#traveltips #emergencypreparedness #medical #protection #family #kids



# How to Sell Paid Subscriptions... and See Success Part 1

How to Sell Paid Subscriptions and See Success: This was NOT an easy post for me to write. The usual methods to sell have become limited at best in the current Coronavirus / COVID-19 Pandemic that the world is being gripped in and we in the United States are seeing in full-force. If news reports are correct and the doctors from N.I.H. are also correct, this "stay-home" "work-from-home" situation is going to last for some time to come.

Hello My Friends! These are crazy days that we're living in right now and yet sales need to continue along with life. I was recently tasked with assembling a sales plan for a paid medical subscription program service from scratch in under fourteen days. I completed the basic outline a week before COVID-19 started to really make news here with talks of shutdowns. With some minor adjustments, I was ready for a short shutdown and so was my sales system and then more news hit. Now things changed and so did subscription sales for many for what seems like a very long time.

It was at this point about two weeks ago that I realized that I was not prepared for a long shut down with the inability for door-to-door and person-to-person meetings could take place in my plan. The plan I drew up was not viable in today's current economic climate or even the ability to move about. A total shut-down and a stay-home order just three months ago would have been laughable by most. Well, here we are- you are reading this from your mobile, desktop, iPad whatever at home is my guess. Marketing will now need to shift to reach buyers at home using proven free methods.

Life has changed and for how long is uncertain. I was also not prepared for salespeople who didn't have much technical abilities to market the subscription service online. Now, suddenly marketing and selling online is one of a few ways to sell a paid subscription program free. Further, some salespeople were so reliant on outside sales that they didn't have any social presence at all to even start from. This led me to write this article to help anyone trying to sell a paid subscription program using some free basic tools.

According to John Warrillow, Founder of The Value Builder System and author of the bestselling book *The Automatic Customer: Creating a Subscription Business In Any Industry, "Consumers are aware that a subscription relationship is much more valuable to you than a onetime purchase. So, to get them to commit* 

you'll need to give them a big return on their investment. A consumer with an acute case of subscription fatigue is unlikely to subscribe just to save 10%, but he/she might be convinced to subscribe if you could make a case that she will enjoy 10 times the value of the alternative."

This 10x's approach is a key selling technique to use. In my sales book, I'd come up with 10 ways the customer will benefit from buying the service. This allows the customer to see them using the service. Allow them to know how and why these 10 ways can have a dramatic affect on their lives if applied properly.

So, what are the best methods for selling subscriptions using free tools and methods? Selling paid subscription programs is a tough business in the best of times. Without being able to leave your home presents challenges for people who do not have any ad budget at all. What everyone seems to have right now is more time than usual and that time is near a computer. Let's dig into some ideas on how to workfrom-home and sell subscriptions with success.

# **Quick Rules for Selling Subscriptions...**

- 1. DEFINE YOUR AUDIENCE and DESIRED BUYER age, gender, and as much demographic information that you can gather.
- 2. People BUY because of what they can get RIGHT NOW.
- 3. People don't LIKE commitment or ongoing obligation so SELL ANNUAL PROGRAMS.
- 4. People do like convenience, and will accept ongoing payments if the benefit justifies it. People will stick with your program, but it needs to deliver a specific niche service that is either hard to find elsewhere or doesn't currently exist.
- 5. Is FREEMIUM the best way to sell? My opinion Yes and No for the purposes of this blog I'm going to stick with selling paid program rather than give a free trial and attempt to covert into monthly or annual customers. 'Freemium' as this type of marketing is nicknamed is not something for the newbie to marketing. Serving up customers with a 'freemium' plan to get them in the door is brought with issues in short. Lastly, Most people don't use free trials for the full duration. Take a look at your data and you'll see that the vast majority of your trial users duck out after about three days.
- 6. People LOVE to buy from FRIENDS and FAMILY.
- 7. People LOVE to buy when a family member or friend makes a recommendation.
- 8. People LOVE to see video testimonials of the actual SERVICE is working for them.
- 9. Offer MULTIPLE LEVELS and varied price-points for BUYERS of ALL LEVELS.
- 10. Have a HIGH-QUALITY Product with a SEAMLESS USER EXPERIENCE.
- 11. Keep your marketing short, to the point, and personalized.
- 12. Don't give discounts: Discounts might seem like a great way to get reluctant prospects on board, but they end up doing more harm than good.

# How to Sell Paid Subscriptions and See Success: SOCIAL MEDIA MARKETING

Top Tip! Social Posting. No, this doesn't mean selling your lotions, potions and whatever to your friends and family. Social posting can be so much deeper, richer and a better experience for people to digest your media. To digest your offer and to know they can click-n'-buy with ease is super important to join and post to as many groups as possible. This article: <a href="https://doesneys.org/leasneys/leasneys/">The Social Post Checklist: 9 Examples of Engaging Social Media</a>
<a href="https://doesneys/">Posts</a> truly has everything you might need in respect to gaining social media engagement.

# How to Sell Paid Subscriptions and See Success: USE FREE EMAIL SERVICES

**Use "human" email addresses.** Don't ever send an email from a department. Instead of "info@YourBusiness.com", use "YourName@YourBusiness.com".

**Send a lot of emails.** Christoph Janz's, one of the most successful SaaS investors of all time, advice to SaaS founders is, "If *no one* is calling your emails 'spam', maybe you're not sending enough emails."

**Send activity-based emails.** Your drip campaign should automatically email your leads for a number of "If no one is calling your emails 'spam', maybe you're not sending enough emails" situations, including when they sign up, if they visit the account or cancellation page, and if their trial is about to end.

We like <u>MailChimp</u> to start free email campaigns. Remember to email only those you have permission to email.

# MARKET TO MILLENNIALS VIA EMAIL – Align your product with a purpose.

John Warrillow, founder of the Value Builder System, defines the access generation as "a growing cohort of mobile, technically savvy young people who value access over assets. They prefer to rent a home rather than own one; listen to a song on Spotify rather than buy it from iTunes; and subscribe to Oysterbooks.com or Scribd rather than buy from a Barnes & Noble store." According to the American Press Institute, "87 percent of Millennials personally pay for some type of subscription." Think "purpose over price," and focus your messaging on how your product/service will improve our lives. "Marketers need to speak to millennials in terms of our values," says Ritika Puri. My next post will feature the top paid methods to sell paid subscription programs online. Make sure to keep coming back for all of our posts! We hope they help, inspire and above all increase your bottomline. Part 3 will deal with both free and paid Tools To Use When You Reach Your Customer! The final Part 4 in this series will provide list of strategies you should try out that will help you see success with your membership sales overall.

# How To Sell Paid Subscriptions... and See Success Part 2

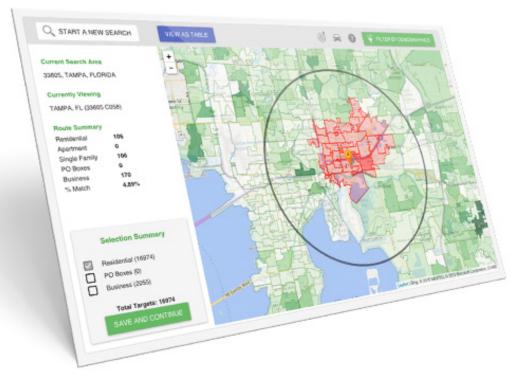
How to Sell Paid Subscriptions and See Success: Marketing by zip code using EDDM is one of the most effective and easiest methods to reach every household. I'll show you my six top picks that offer turn-key systems to use. So, what is EDDM anyway and how can I use it to maximize your ROI? Read on...

Hello My Friends! One of the best methods that I know of to market with a printed collateral piece often doubled sided- and always with a call-to-action is a solid paid method to reach every household — EDDM or Every Door Direct Mail®. The Postal Service® Every Door Direct Mail® (EDDM®) mapping tool lets you target your mailing by route and ZIP Code®. Professionals¹ can help you select your mailpiece and manage your entire mailing, including mail prep and entry.

<u>Download Your EDDM success Kit: Make the most of your mailing with these</u> handy tips!

Top Six Picks:

- 1. GrowMail.com
- 2. Click2Mail.com
- 3. AMPlifiedMail.com
- 4. taradel.com
- 5. AmazingMail.com
- 6. <u>PrintingForLess.com</u>



# What is EDDM?

Every Door Direct Mail® Turn Neighbors into Customers! *Every Door Direct Mail lets you advertise to your community for less!* 

There're no mailing lists, permit requirement, or addressing and with postage rates as low as 18.3¢, Every Door Direct Mail is the best way to increase your ach to local customers and boost your marketing profits!

Every Door Direct Mail lets you advertise to your community for less! There are no mailing lists and no permit or addressing requirements. At the lowest postage rates, Every Door Direct Mail is the premier way to increase local business profits!

<u>Find your ideal customers using DoorPRO, our advanced EDDM map tool — FREE!</u>

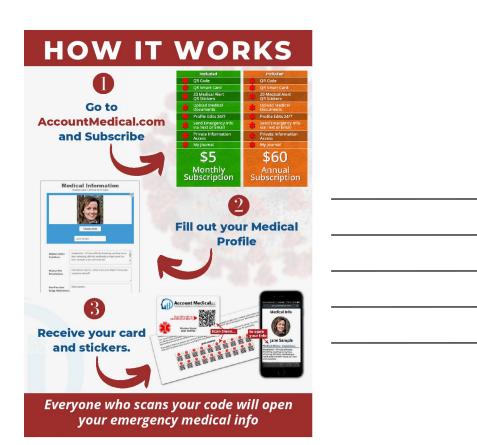
# Major Items to Consider for Your Campaign

- The Message
- The Design
- The Service
- The Zip Code
- The Call-to-Action
- The Expectations

<u>Download Your EDDM success Kit: Make the most of your mailing with these handy tips!</u>

# **EDDM Graphics:**





# How to Sell Paid Subscriptions... and See Success Part 3

How to Sell Paid Subscriptions and See Success: Tips for selling subscription-based services from home. Let's face it, the world is changing in ways that just weeks ago none of us would have thought possible. Some of the changes will become the new 'normal'. Come see how you can increase sales in any economy.

Salespeople all around the world will need to shift their focus, use new tools and adapt to new surroundings that present fresh challenges. Challenges such as working from your living room rather than your WeWork office or fixed office. Where will you sit? Will you be on camera? How will that look? How will you look on camera? What will the background look like? Do you need to record the calls? Are you going to use new tech? So many things to consider when working out a fixed home base for your new home office. In weeks to come salespeople I believe will use the telephone A LOT more, will learn to SMS for business, be far more active on social media that ever before, learn to email market for business and market in new ways that you can only do from home. Even as we transition back into the pre-pandemic economy things will largely for at least the next year or so be one primary from home. We should embrace this new norm and try to grow businesses in new ways.

Truth be told, the self-employed, the home-based business owner, the side-gig economy is actually far better suited to make this transition that folks who are in a traditional office environment because many of us are already working from home.

Now, we must think and act in new ways that are designed to yield the same results using new parameters. This is especially true with paid monthly recurrent subscription programs. Many of us have seen our business models change radically as of late. If your business model is or has transitioned to selling any of your solutions via a subscription or "As a service," I serve up some tips for you to close more sales.

### Consider These Top Tips When You Restart Your Sales Engine:

1. Use the telephone a whole lot more than you ever did in the past. A key tip here is to know whom you call and why. Having some random scraped list is how many people start out and I gotta tell you that is the hard road and might even do damage to your brand in the process. The reason is simple usually.

- 2. Consider a video testimonial that you can use on Facebook and other forms of social. In some cases, you can even email the video testimonial that talks about the benefits of your product or service.
- 3. Post on social as much as you can using your own accounts and ask friends to report your posts to help you gain a wider audience. What you don't create yourself, share on social as much as you can. Retweet, repost, share and then drop in your link or phone.
- 4. Consider paid advertising in the form of email marketing. This is provided you have a list or a growing list to market to using this medium.
- 5. One proven method to gaining the attention of your customer is to build a relationship via commenting. The more you comment on posts you really like for whatever reason and are authentic you will see some traction and responses.
- 6. Ask for help! Your friends and family are at home right now and many with not much to do other than to clean their bathroom again and watch paint dry. MANY want to help you if you reach out and ask for it. Ask them to buy the service or product straight away yes. However, your F&F can do more than buy from you. They can multiply your marketing 10x's 100x's even 10,000x's depending on how many friends you have and how many they have. Put together a top-=notch post with great writing, with call-to-action that is crystal clear, pick a royalty-free image side like UnSplash.com and post on all of your networks. Ten ask them to share it or even repost what you just posted. Ask them to ask their friends to do the same. Once that chance is started keep links growing and keep posting once every few days. Try not to over post as you will wear out your welcome with your new social helpers. Everyone wants to help someone right now. Ask for help!! You never how much you might receive if you do ask.

Keep an eye out for Part 4 where I list my top selections on how to post your service free to get millions of free views and potential sales.

# How To Sell Paid Subscriptions... and See Success Part 4

How To Sell Paid Subscriptions and See Success: Want to reach almost 100,000,000 potential buyers—FREE? Let me show you how to post your paid subscription service to get millions of free views and potential sales over the next year! Posting classified ads may sound a bit antiquated to some, but don't underestimate the power of the classified-especially when you post quality content consistently.

Hello Again My Friends! With over 100 free places to post your classified ad the question is which sites offer the greatest possible exposure for free? I want to stress something before you start jumping up and down thinking this will be a fast road to mad traffic raining in from all parts converting into high-yielding sales. That will not be the case unless you truly stay focused on your plan of attack. Make a plan, write your posts well, have them spell-checked by someone other than yourself and Word if possible, don't over-post, do use royalty-free images, stay within the limits of each service and always use all functions.

For example, some sites do not allow off-site contact while others encourage it. Other sites allow hyperlinks; this can create a tremendous stream of traffic for your website if you plan to use this as a backlinking project to increase rank as a byproduct of posting, while others only allow only a phone number to be used. You need to think about how you want your sales flow to move. Do you want to drive in traffic to a buy page only? Do you want to get the phone ringing? Do you want to run them down a funnel. Do you want people to simply buy a subscription without speaking to anyone 24/7/365? Then posting my friend is one of the best

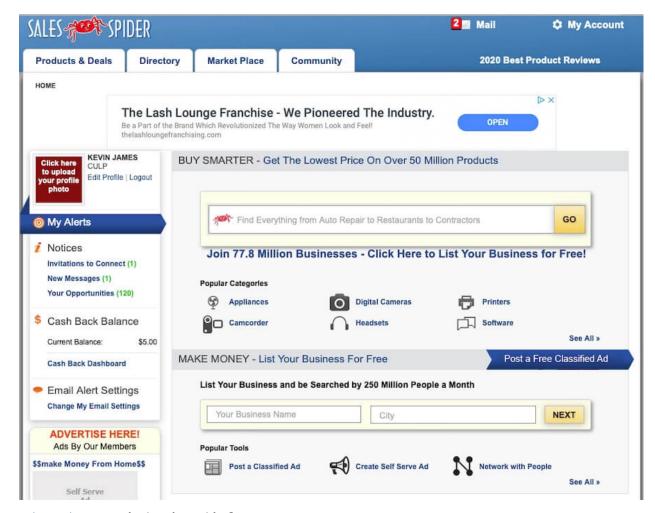
ways I know how if you have time, an Internet connect and the ability to write posts along with adding in quality graphics.

Salespeople all around the world will need to shift their focus, use new tools and adapt to new surroundings that present fresh challenges. Tips for selling subscription-based services from home for free vis-a-vis free posting on some of the world's largest websites. Come see how you can increase sales in any economy. It is all about perspective too. Think about this type of exposure – post once per day on the top 10 classified posts that accept free posts with duplicate text and you can reach almost 100,000,000 potential buyers–FREE.

#### THINGS TO CONSIDER WHEN POSTING:

- 1. Not all sites rank the same and this will affect your response.
- 2. Not all free ad posting sites weigh the same authority.
- 3. Think optimization of keywords and hashtags. Both can help your exposure.
- 4. Duplicate text can be a huge issue. Some sites will flag posts, ghost posts and even flag your entire account not allowing you to post.
- 5. Write as much unique content as possible.
- 6. Using text/copy spinning services when you can afford to go this route. You can write one post that really coverts and reuse it several times in various ways by 'spinning the text' and if you don't know what spinning is here is a service we suggest using **BestFreeSpinner.com** that specialized in post/article spinning.

### MY TOP FREE SITE SELECTIONS:



SalesSpider.com Who is Sales Spider?

Sales Spider is America's #1 business social network for Small and Medium Sized Businesses (SMBs). Sales Spider has approximately 2,111,628 members and is growing by thousands a day.

Sales Spider helps SMB owners and executives grow their businesses and is completely free to register. The company has multiple technology patents pending. The site features the following areas:

- Integrated Social Network and Community
- Easy Searching to Find & Connect with People
- One-to-One Messaging & Chat Forums
- Opportunity Matchmaking Patent Pending
- Daily Opportunities Matched to Keywords & Locations
- Includes: Contracts, Jobs, Classifieds ads, Business Owners and Businesses
- Business Center
- Business Library with Online tools, articles, whitepapers & links

- Business Directory
- Features 14 million plus companies
- Free Classified Marketplace
- B2b classified advertising

If you want to advertise and reach SaleSpider.com's members, please see <a href="https://www.salespidermedia.com">www.salespidermedia.com</a>

# Who is SaleSpider Media Inc?

SaleSpider Media Inc is a leading internet company with 2 fast-growing, highly-related brands serving loyal consumer and business audiences. Our mission is to harness the power of interactivity to make daily life easier and more productive for people all over North America and The World.

SaleSpider Media's exclusive web properties have millions of visitors and opt-in members and are growing by over 90% each quarter.

Our team of digital experts combine our vast expertise with digital brands and best-in-class solutions to enable clients to meet their objectives, build brand value and connect to their ideal target audiences.

For More Information about SaleSpider Media check out <a href="https://www.SaleSpiderMedia.com">www.SaleSpiderMedia.com</a>

# **SaleSpider Business**

SaleSpider Business is America's #1 business social network for Small and Medium Sized Businesses (SMBs). Sales Spider has approximately 2,111,628 members and is growing by thousands a day. Sales Spider helps SMB owners and executives grow their businesses and is completely free to register. The site includes:

- Over 0 qualified leads in your area
- Business directory that features over 44,947,745 million businesses
- Community section for members to search and connect with people
- Marketplace for members to promote their products and services
- Over 1 million job openings
- Opportunity matching system to connect you with money making opportunities in your area Patent Pending

To take your business to the next level, click here

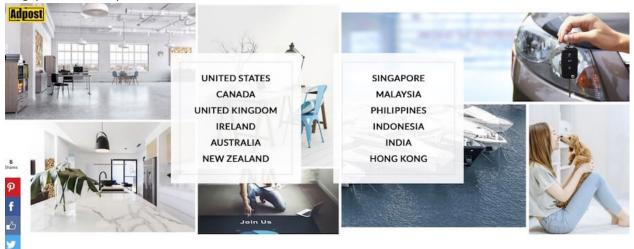
<u>Craigslist.org</u> – it should be noted that Craigslist.org has the ability to bring in traffic but you need to really know how to post and paid is usually the way to go with this site these days. I included it because if you stay truly consistent when posting each and every day you can effectively build up hundreds of classified ads all running at the same time in various City and Towns across the US and the word for that matter all filtering

into your main link. Think huge funnel at the top catching as many that you can to help filter good leads from bad and sales to not converted. GiantFocal said, "Currently one of the most popular international free ad sites, Craigslist has sections devoted to jobs, housing, personals, services, gigs, events, community, résumés and discussion forums. Even though its user interface can be considered outdated, it's still one of the leaders in classified ad sites."



<u>AdPost.com</u> 30,000,000 MILLION VIEWS PER MONTH – Not bad traffic and you can if posted properly get some traffic from this site for sure. This free-to-post classified site boosts locations in over 1000 cities in over 500 regions across the world including America, Australia, Malaysia, India, Canada, The United Kingdom,

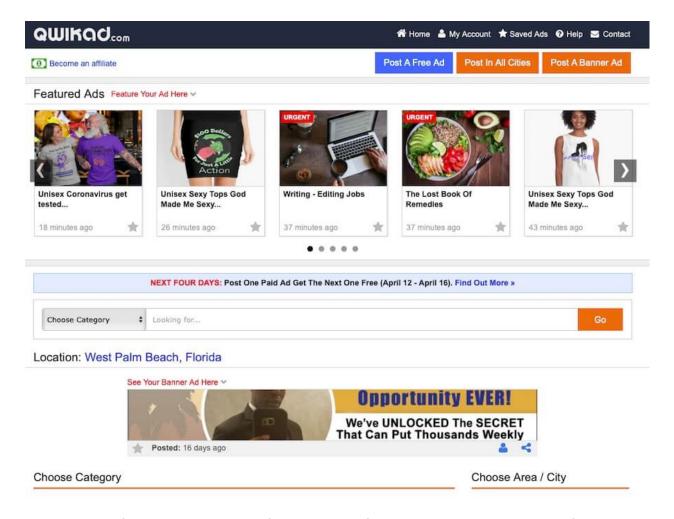
## Singapore and many more!



OVER 30,000,000 VIEWS A MONTH. THOUSANDS OF REPLIES DAILY

#### FREE CLASSIFIEDS IN YOUR AREA

Qwikad.com was launched in January of 2012 as a US classifieds. By 2013 we added Canada to the list of our countries and today we are open to over 90 countries worldwide. Their goal is to provide you with an easy to use advertising platform. It takes just a few seconds to post an ad on our classifieds. Post free or paid ads for jobs, pets, business and marketing, for sale, housing and so much more. Find everything from electronics to clothes, vehicles, real estate, services and business opportunities. Take advantage of our unique options: all cities and banner posts. With these options you can reach your target audience faster and more efficiently.



Keep an eye out for my next post that will feature over 100 free ways to market your business of any type. I will highlight paid services and paid subscription programs.

# How to Sell Paid Subscriptions... and See Success Part 5

How to Sell Paid Subscriptions and See Success: Recently I spoke with one of our more camera-shy city advocate leaders that runs the Charlotte, NC market who is closing deals. He wanted to share with you off camera how he's selling annual subscriptions three at a time and is shooting for selling dozens at a time using traditional free methods.

Hello Again My Friends! Prior to the Coronavirus outbreak, one way to close sales that was part of the original plan was to contact group homes in-person and get into contact with guardians or people that are self-guardians. The reason we planned to start with this vertical; along with dropping off business cards, trifold brochures and other forms of collateral materials along with contact people via email/phone, was that we wanted to get this tech into the hands of the people we thought needed it first and could truly benefit from the QR code smart-sticker scanning element to the Account Medical profile businesses and consumers alike can purchase for as little as \$5 per month. The smart sticker tech is where you can walk up and scan the QR code to open what will be a one-tap link on your screen. In this case the screen would open with a result of whatever information that the subscriber inputted such as Emergency Contacts or Allergies. The other side of the medical profile is to store information and I have detailed this in other articles.

What Is A Group Home?

Group homes come in many varieties and can be paid for in many ways, including private payment or state programs for people with disabilities. Group homes are great options for people with special needs who don't require more advanced care but who cannot live independently.

The way to Strat is to first search and build a list of group homes to email/call. The next step, is to figure out of the roughly six guardians who if not all might be your customers. Then contact them with the idea that you do not want to sell them anything. You would like to introduce the technology to them, highlight what it can do and for whom.

# When Searching on Google Here Are Some Key Search Terms to Use:

- group homes near me for adults
- residential homes for disabled adults
- group homes for developmentally disabled
- private group homes for disabled
- apartments for people on disability
- group homes mentally disabled adults
- free housing for disabled
- group homes near me

"We now live in the digital age but that doesn't mean we should overlook the power of a well-written document such as a sales letter template. An effective letter can help you convert prospects into clients and customers. If you're in sales, it would be very beneficial for you to learn the skill of writing a good sales letter sample. Then you can send this to your prospects or <u>post it on your website</u> and let it do its work!" template lab.com.

Do You Need Help with Sample Letters? We love templatelab.com and suggest using them for all of the basics. Below are a number of links to narrow your focus.

- 1 Sales Letter Templates
- 2 The psychology behind sales letters
- 3 Sales Letter Samples
- 4 Where to start when writing a sales letter template?
- 5 Basic components of a sales letter template

6 Sales Letter Formats

finish line first.

• 7 Tips for writing your sales letter template

# Here Is One Basic Form That Anyone Can Customize to Fill Their Needs.

From:
(Name of the writer and company with address)
То:
(Name, designation and company of recipient)
Date
Dear Sir/Madam,
I would like to introduce our (introduces your company). We are in the business
(mention your business field and year of experience). We are glad
to inform you about the good quality and reputation of our products. It will be our pleasure to provide you
products that meet your needs at reasonable prices.
Our new launch is(introduce new product and quote the price). It
carries( mention the features). You will get the best deal in the market with us.
We are expecting a positive response. For further details and demonstrations, please feel free to contact our
customer relationship manager at (email address or phone number).
Thanking You.
Sincerely,
(name of the sender and his company)
So, start contacting verticals by company and see how many sales that you can close this month. Remember
it isn't about setting a sales target of twenty sales – it is staying consistent selling that will get you to the

# How to Build Distribution Channels and Spark Sales

Building Distribution Channels & Sales – Come watch/listen to our fourth webinar installment that features ways to get you started with both your distribution channels and spark sales.

## **Step-by-Step Instructions:**

- 1. Select a sales vertical/category such as walk-in medical clinics, kids camps, children's' retailers within one zip code or multi systems.
- 2. Note the company name, address, phone, URL, email, and any and all data you can get from their website such as director's names, contact information and even owner contact information.
- 3. Make notes of all of your data research.
- 4. Be consistent with your research and act on this daily.

### **Marketing Letter to Physician Writing Tips**

- Be very precise and to the point.
- Identify your company.
- Avoid describing the benefits in too much detail.
- Praise the doctor for their efforts in health care.
- Don't use flowery language since the physician is a busy individual and might not have time to go through such a mail.
- Mention why your product stands out from similar others, in the market.
- Ask them for their email and if you know it confirm it.
- Email them and then follow-up on 7 to 10 days to take the next steps to getting your materials into their locations.
- Once your materials are in their location it is key to stay in touch and build an authentic relationship.

Once you have a list of about twenty to thirty different companies within the same vertical in one zip code or is my suggestion to get started then you begin to see it is easier to map out your marketing territory. each location of each type you track them one-by-one an hour a day or ten.

Spark Sales

By contacting each company, you are setting up what will be your distribution channels. This goes deeper and this is why taking the route to NOT sell companies at first is critical. In fact, you may never bring up sales to your distribution channels. Your goal is to make people awareness the technology exists and how to potentially safe a life if not their own someone else's. They need to understand what your tech is, what it can do for their patients i.e customers in a clear one-sentence effort in your part.

Example of How it Works: "Whether it's a paramedic, loved one, friend or a good Samaritan who responds to your emergency first, our proprietary Smart Card technology will instantly give them the timely life-saving information needed that can save your life! What's also so unique about this personal health records system is YOU have complete control over the health data you provide, it's secure and very easy to set up. Our Smart Card and Stickers are the ultimate solution for the everyone, especially the elderly, children and those who travel. No more delays. Get access to your life-saving medical information when and where it's needed, INSTANTLY!" – it is my job as the exclusive City Advocate to create awareness that this system exists. yes, this is a paid system but for the price of a footlong at Subway you can have this tech.

Sales Letter Exc	ample to A Walk-In Medical Clinic to Introduce the Service:
From,	
	<u> </u>
	(Name of the sender and firm details)
Date: 23rd Mai	rch 2017.
То,	
	_
	-
	(Name of the doctor/physician and his/her clinic details)

Subject: Marketing Letter to Physician.
Dear Sir/Madam,
We at(company name) would like to congratulate you for your outstanding work in the medical field, in the city.
We are pleased to inform you about our new QR Smart Sticker code technology,(range/single product name).
Enclosed with this letter is a detailed literature about the product and also a sample. We hope we will have your valuable support in promoting this service.
I would be honored to visit you, at your clinic to show you more samples and let you know the literature of the product and similar other products, in detail when the time is right.
Thanking you,
Yours truly,
(Signature and, name).

You can also mention such things like: It was great to make connection with you in this crazy time of need for so many. The Account Medical QR code technology cost all of .016 cents per day – not expensive and for only \$5 bucks a month anyone can buy the smart stickers and a full online medical profile!

Move to our next article about how to house this data. You'll see a few ideas with free trials.

# How to Gain Actionable Sales Business Intelligence

Our Tool-of-the-Week is NAICS US Company Lookup Tool! *Utilize the Company Lookup Tool to Obtain Actionable Business Intelligence on Over 19 Million U.S Companies*!

Did you just buy an opportunity? Maybe you bought one right before the pandemic hit and are wondering what now be the best way to market until a possible second wave next Fall? I as you are wondering the very same things.

You want to get out and start marketing your opportunity out of your home and stay safe at the same time. 100% understandable. Or perhaps your opportunity is a subscription program that relies on a certain amount of social interaction to get sales made. I understand that and hope everyone stays safe while getting back out when they feel they're ready to do so.

The easiest way to sell a low-cost subscription program that people need is to create awareness vis-a-vis word-of-mouth, interaction with employees at locations that you could drop your range of collateral material off to or possible mail to.

The reason that I like the dropping off of materials is you gain locations while you operate your existing life. Add in a few drop-offs a day to your set-up of distribution / awareness locations and in a few months, you have over 100 locations displaying your marketing information! Over time this can become thousands of locations. This can also be achieved by buying mailing lists in your targeted area, calling on said companies and then mailing them the same collateral materials that you would be dropping off.

This creates a bit of an issue since you then need to draft a letter, buy an envelope, return address label and then also pay for postage. If you have an existing job and are operating a side-gig, home-based business pastor full-time and can drop off your materials at the same time I suggest doing this in person.

However, let's say that you want to work-from-home and still make money while staring to sell to companies who in many cases have never shut down or fully shit down. Many essential businesses should be buying

certain products to keep their employees safe and in that I think we can all agree that life-saving technology is at the top of that list.

That is also true for parents of children going off to school and camp this year. every child should have a QR code and know how to use it. My belief is that the <u>AccountMedical.com</u> QR code medical profile is one to purchase for as little as 0.16 cents per day you can cover yourself in an emergency in a unique way that will be universal over the next few years.

So, you want to jumpstart your sales and you need a step-by-step process in how to source, access, contact, follow-up and close companies in your territory or area.

"Search US Businesses with the Company Lookup Tool by NAICS Association. Identify NAICS and SIC Codes and Descriptions, DUNS Numbers, Annual Sales, Total Number of Employees and Employees On-Site, Address and Phone Information, Contact Names, Line of Business and More.

**Search US Companies by** 

**Phone or DUNS Number** 

**Search US Companies** 

by 5-Digit Zip Code

**Search US Companies by** 

Name and Full Address

#### Company Lookup

Acquire Information on One or Multiple Companies in Real Time. Records include DUNS, Address, Phone, NAICS/SIC, Annual Sales & More!

## **Marketing Lists**

NAICS Offers Mission-Critical Information, customized to meet your Specific Needs, with Pricing that will Make Your Day!

### **BizAPI**

Integrate our Business Intelligence API to Seamlessly Append Vital Data to your Customer Acquisition Efforts.

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Counts by NAICS and SIC Industry Sectors, Company Size, State, MSA & Country. Full Tables Free to View!

**NAICS & SIC Manuals** 

 $\label{thm:local_equation} \textit{Hardcover, Softcover} \ \textit{and Electronic NAICS \& SIC Reference Files available for purchase}.$ 

Require Multiple Lookups? <u>Subscribe for Substantial Bulk Savings!</u>

Gain Valuable Insight Into U.S Companies

Company DUNS#: 06-070-4780				
Corporate Name:		Tradestyle Name:		
Apple Inc.		Apple		
Point of Contact:		Title:		
Timothy D Cook		Chief Executive Officer		
Address:				
1 Apple Park Way Cupertino CA 950140642				
Telephone: (408) 996-1010				
Latitude: 37.3317744		Latitude: -122.0053847		
Sales Volume: \$229,234,000,000				
Employees On Site: 2,000		Total Employees: 123,000		
Line of Business: Radio and TV communications				
equipment,nsk				
NAICS 1: 334220	Radio and	Television Broadcasting and		
	Wireless (	Communications Equipment		
	Manufactu	ıring		
NAICS 2: 334111	Electronic Computer Manufacturing			
SIC 1: 36639906	Mobile communication equipment			
SIC 2: 35719904	Personal computers (microcomputers)			

Search through 19 Million Companies to Obtain the following Data:

- DUNS Number
- Business Name

- Tradestyle Name
- Physical Address
- Telephone Number
- Sales Volume
- Total Employees
- Employees on Site• Two NAICS Codes & Descr.
- Two SIC Codes & Descr.
- Top Contact Name/Title
- Line of Business

Purchase a Subscription for Substantial Bulk Savings:

Single Look-ups can be purchased for \$9.95 per record. *Search for a Business* to select a single record for purchase.

With the Company Lookup Tool, Hard to Obtain Information is Now Easy to Access!

With Access to a database of over 19 Million US Business Locations, you can perform a Company Lookup to obtain NAICS and SIC Information, DUNS Numbers, Company Size Information, Addresses, Phone Numbers, Contact Names, Lat/Long and More in Just Seconds!

Where once you would have to purchase an expensive company credit report or subscription to obtain these vital data points, now you can purchase the data you need to keep your client information accurate and up to date with vital, actionable data.

Targeted Business Lists. Robust Business Data.

NAICS Association Utilizes the Most Comprehensive and Most Frequently Updated Business Database on the Planet."

# SOCIAL MEDIA (FOLDER w/ ELEMENTS ATTACHED)

Social Media Guidelines







# **BUSINESS CARD TEMPLATE**





Social Graphics for Header and Image – Uses Twitter, Facebook, Instagram and Pinterest.

(FOLDER ATTACHED)

# **Outreach Emails**

The prospect at this point has NOT VIEWED THE TEASER VIDEO OR CALLED THE COMPANY. The goal is to get them to WATCH THE TEASER AND OPT IN.

## Email 1:

**Greetings from Account Medical** 

Hi,

I thought your business might be a great fit for our service that provides quick, secure, and reliable access to medical profiles using our QR code-based system. We are Account Medical, a service that will make those In Case of Emergency apps a thing of the past!

Businesses across many industries, including contracting, facility work, health and senior care, have benefited from having an easy way to access a medical profile - current medical issues, medications, allergies...even contact information. Account Medical helps them improve incident outcomes, address compliance concerns, and more.

If you're interested in learning a bit more about how Account Medical works, simply watch our brief introductory video. I think you'll find it enlightening!

Sincerely,

[Signature]

## Email 2:

Become part of our family!

Hi,

I am reaching out because I am confident that we can both increase efficiency and mitigate risk where access to medical records is concerned.

Account Medical's medical profile – created by an individual to share only what they choose and in a READ-ONLY format – is easily accessible through the use of a QR code. First responders, doctors and emergency personnel need this information in an emergency and can scan the code for easy access with virtually any smartphone.

Let's discuss how your organization might benefit from utilizing Account Medical's service to improve incident outcomes, mitigate risk, and assist in compliance measures. Just watch our introductory video and schedule a call to get the process started!

Email 3:

Are you tired of outdated filing systems or clunky apps?

Hi,

What if an employee or individual under your care has a safety or health incident? Will you have instant access to their records?

Perhaps you need to keep secure, consistent records easily accessible for compliance or procedural requirements?

Wouldn't it be better to have an intuitive product that could provide instant access to vital records with a quick scan of a QR code. Even more, those records are protected in a secure, read-only portal?

That product is Account Medical. Our short introductory video is a great place to learn more and schedule a call!

Email 4:
Are any of these applicable to you?
Hi,
Do any of these pressing concerns apply to you?
You would like to provide your clients with an online medical records solution but you're not sure who to trust.
Having medications, allergies and other key medical issues instantly accessible to an emergency responder would benefit your customers but you haven't found a solution.
You'd like to use one of those "In Case of Emergency" apps, but they're not very secure and you know people will only want to share CERTAIN things.
If so, it's time to learn more about Account Medical through our introductory video! We can solve your issuesif you are ready!
[Insert Your Signature Here]

Email 5:

Not sure if Account Medical is right for you?

Hello again!

Like many businesses, you may have inquiries asking you how someone can get their medical profile in the hands of those who can help, but with so much information out there, you don't always have time to research the overwhelming number of products to separate the legitimate products from those that simply won't cut it.

We've actually created a short video that I think you will find very beneficial. It will answer your questions, explain why it's so secure, demonstrate how easy it is to get set up, and it will give you the opportunity to connect with us to discuss things further!

Are there areas where I can provide some quick insight to you? If you're not ready to reach out to us yet, perhaps you'd like to get an introduction to Account Medical through our introductory video!

Email 6:

Do you have 10 minutes for a quick conversation?

Hello,

I would truly enjoy the chance to speak to you a little bit more and answer your questions surrounding Account Medical - how can it help your business...how does it work...how you can help people benefit from having this peace of mind!

Let's schedule a quick call so we can discuss how you can take advantage of this amazing product that can be a fantastic value added benefit that you can quickly and easily offer! If you're interested in getting that rolling, you can start by watching our very brief but informative intro video, then you can decide if you'd like to reach out to us!

Email 7:

A quick 60-second read

Hi,

Are you interested in Account Medical's QR-code based medical profile and how it can help your patients, customers, or residents the next time there's an emergency?

Many people may be using one of those basic "In Case of Emergency" apps on their phone thinking that it will provide the information needed to medical personnel if they're unable to respond.

Unfortunately, these are woefully inadequate...starting with the fact that nearly everyone locks their smartphone...so how can they get access? Additionally, it might share information that people really don't want to share!

There is an easier way - one that makes such logical sense that we can't believe others haven't taken advantage of the technology that's available to TRULY help people! Well, we've created what needed to be created!

I know your time is valuable, so let's discuss Account Medical right away. Get that process started by watching our brief introductory video and you'll be on your way!

#### Email 8:

Last chance to find the on-demand medical profile solution that will truly help your business

Hello once more!

I know that Account Medical can help you. However, we haven't heard from you yet and we don't like to pester people who aren't ready to put this solution in place, so this will be the last time you hear from us.

If we have piqued your interest, then you can start down the path to solving your issues by watching our introductory video and setting up a time to speak with us.

What do you have to lose?

Thank you for your time.

## Nurture Email Templates

This sequence is sent AFTER a prospect has had a consultation but they haven't signed up	for a
membership.	

Nurture 1:

What day works best for us to connect?

Hello NAME,

Have you had a chance to review the materials we've sent your way?

You certainly have a few options if you're ready to move forward and begin your own Account Medical relationship, and I'm available for that discussion today!

I'd like to learn more about the challenges you are facing. Please give me a call at PHONE so we can set a time to walk through your issues and how Account Medical can help!

Thank you,

Nurture 2:

Are you still searching for a medical profile solution that's right for your organization?

Hi NAME,

Usually there's a lot of information out on the web...too much to go through when you're considering a solution that can help your patients, residents, or employees. You'd like to present something that can help the people around you get their medical profiles into the hands of those who need it. But where should you start?

I want to make sure you have a medical profile service that will exceed your expectations. Let's get that process started today. You can start by calling us at PHONE. Or, you can start down the path to solving your issues by watching our introductory video and setting up a time to speak with us.

Regards,

Nurture 3:

Have you ever heard a story similar to this?

Hi NAME,

I was speaking to a woman recently about Account Medical and how our QR-code based service can really help people with medical emergencies. She shared her personal tale of standing by a luggage conveyor in an airport on Thursday...then waking up in a hospital 3 days later. She had no way to share her medical information, her family was in a panic because she never showed up where she was supposed to...it was a nightmare for her and everyone around her.

After hearing about Account Medical - she recognized that this was EXACTLY what she needed to have! If she did...things would have been vastly different!

So... the question is...how would a story like this relate to those around you and the people, your business serves? Would a solution like Account Medical be just what you've been searching for?

If you're ready to continue that conversation, please reach out to us today. Simply call us at PHONE and we'll help you right away!

We're the subject matter experts and we'll guide you through the entire process at your pace.

Regards,



# Lead Aggregator Email

This is a single email for your use as you see fit when leads/contacts come through outside of the standard funnel. The goal is to get them to visit one of the pages with videos so they can learn more about you and still work through the process.

This is something for the end-user to adjust as necessary based on the situation.

Next steps...

Hello NAME,

First and foremost, thank you for the time you have already invested in learning about Account Medical and how our secure QR-code based service might be exactly what you've been searching for to be 100% certain important medical information is instantly accessible to those who need it!

Although you've learned a bit already, I have great news! We have more information to share and you can access that information at any time!

So what's available to you? Well...we have a video that will provide you with a nice overview of the Account Medical service located HERE. Once you've watched that, you might be ready to take the next step. If so, then you can simply head HERE to move things forward and get all of your questions answered right away.

Of course, you may view these videos and still have some questions...and that's ok! We're more than happy to have a conversation to answer your questions and help you make the decision that's best for you.

Would you like to connect? If so, simply give us a call at PHONE and we can chat!

By now you probably are sold on Account Medical...but just in case, we want to make sure you know that we have great information to share and are happy to chat with you if you like.

Thanks again for your interest!

Talk to you soon,

## VIDEO TESTIMONIAL

NEW SOCIAL POST TO USE AND TO EMAIL POTENTIAL BUYERS:

Account Medical Video Testimonial - does our system really work? You bet it does but don't take it from us, listen to one of our customers - this service really can save lives!!

#accountmedical #medical #healthylifestyle #emergencymedicine #emergency
#emergencyroom #emergencypreparedness #health #coronavirus #covid19 #videotestimonial
#medicalprofile #medicalprofiles www.accountmedical.com Only \$5 per month!!

You can download the mp4 video here to use as you wish - GREAT VIDEO TESTIMONIAL -

https://www.instagram.com/p/B-SHZDLFyi9/

https://www.facebook.com/accountmedical/

## **VIDEO SCRIPTS**

#1 Outreach/Social Media Video:

A short, 30-60 second (150-300 words) scripts meant for social media outreach. This is a quick video that makes a quick pitch to get viewers interested in clicking to learn more.

There is a medical emergency where the person in need of help is unresponsive or they're in a foreign country and can't speak the language...but they need to relay important medical information quickly.

Many people have an In Case Of Emergency app on their phone...but that doesn't help much if the phone is locked by a code, right? Maybe there is access to a medical profile on a separate website, but it requires someone to log into a website with a user ID and password. Again...this doesn't help if the person in need is unresponsive.

Now...what if...with a simple scan of a QR code on the back of their phone or maybe in their wallet or purse...someone can access their medical profile through a secure portal so the vital care that is desperately needed can begin and those that need to be contacted can be?

Doesn't this make sense?

Well...that exists. It's called Account Medical and it's a product that can...quite simply...save your life!

You owe it to yourself, your family, and your loved ones to learn more about Account Medical and how it will make every In Case Of Emergency app a thing of the past. Just take a few minutes to learn more...you'll be glad you did!

### FAQ/SAQ Video Scripts

These are short (30-60 second, perhaps 150 words) scripts to be utilized for quick bits of information after the main video.

FAQ's:

A common question our team is asked is:

Is it hard to fill out and complete?

That's a great question...and unlike filling out information on a complicated app...creating your Account Medical profile is extremely easy to do! Once you sign up, after choosing either the monthly or annual plan, you will instantly receive an email that includes a private link to your personal profile and dashboard. Simply click that link and start entering your information! That can include a picture of yourself (which of course you would want), emergency contacts, blood type, prescriptions, medical conditions you'd want a first responder to be aware of...whatever you feel is most important to share if you don't have the ability to share it! You'll also get your personalized QR code immediately which you can print out right away...although we'll also send you special stickers with your code as well! Within minutes, your profile is built and you're ready to go!

A common question our team is asked is:

Is my information secure?

This is a great question...and the answer is of course, YES! You see, in an emergency situation you want CERTAIN information readily available when someone scans your QR code. That way, you can get immediate care! There's other information, though, that you might NOT want easily accessible...such as insurance information, social security numbers, or perhaps medical issues and items that you don't want someone to know about.

The great thing about Account Medical is that you can set your profile up to share only what you want and, behind our secure system, you can keep everything that you want private ...PRIVATE! No one will have the ability to make changes...but they WILL be able to see what you want them to see!

A common question our team is asked is:

Is Account Medical HIPAA compliant?

This is a great question, and the answer is.. ABSOLUTELY! You see, since our software utilizes secure cloud technology with encrypted access, Account Medical actually doesn't have the ability to "store" any of your information. The Account Medical service simply provides you, and any emergency responders, with a secure portal that can be easily accessed utilizing today's technology...QR codes. This way, you're only providing the information that YOU want to provide!

Having said that, Account Medical doesn't fall under any of the HIPAA rules that are out there. Our customers are choosing to share whatever information you want to share. Account Medical is simply providing you with a way to easily do that through our portal. The medical profile that you create, again...behind that secure portal is all that someone scanning your QR code will see. No sensitive information such as insurance, account information, or anything that you'd like to keep confidential will be shared...and that's the beauty of Account Medical!

Let first responders see only what you want them to see...the things that will be most important and vital to your well-being if you're in a situation where you're not able to respond!

#### FAQ's:

A common question that we believe SHOULD be asked by our customers, but isn't...is...

Once my information is in my Account Medical profile...what are you doing with it?

This is a great question that is rarely asked...but we feel it's important to answer.

And that answer is simple...we do absolutely NOTHING with this information other than store it securely for you until such time that someone scans your QR code!

To explain this a bit more, Account Medical is cloud-based...meaning information is not sitting on someone's server. That means this information is out there for people to see based on your profile and available once that QR code is scanned. Account Medical, through the use of that QR code, is the portal through which people access the information you choose to share!

Truly, there is no benefit to our company doing anything with this information because...once you decide to make it available...then it's available! The security of your profile is there, of course, and you are choosing to share only what you want to share...but for us...we're simply the method through which people access it...just like going to Google or Internet Explorer to access the internet!

#### #2 TEASER / INTRO VIDEO

If you have a medical emergency and are unable to respond...what are your chances of survival?

Was that sentence scary?

Maybe you know people who have had a medical emergency such as a heart attack, stroke, or were a victim of an accident that left them unable to provide important information like medical conditions, medications, allergies...or even who to call.

Maybe you have been in this situation and things didn't go well!

Then again...maybe you've THOUGHT about this and decided to put an In Case of Emergency app on your phone. The problem here is...most people lock their phones and emergency personnel can't get to this information...and even if a first responder CAN access it...is the information complete?

Well - I have great news for you, because you are about to be introduced to Account Medical...the only online medical profile where YOU control the information that is shared...and using QR code technology that pretty much everyone is familiar with...in an instant you can share a full medical profile with an emergency responder and improve your chances of survival!

Unfortunately, we've all heard the horror stories of people having a medical issue where life-saving medical information was needed. I personally have heard many examples of people going about their daily routine only to find themselves waking up days later in a hospital...and they have no idea how they got there!

Auto accidents are commonplace too...you just never know when something drastic might happen where you find yourself unable to respond...but in order to increase your chances of survival there is information that needs to be shared!

We've always wondered why something easy and obvious hasn't been created to solve these problems. So... we created it!

Introducing Account Medical - your medical profile on demand!

How it works is simple! Create your account after selecting our affordable monthly or annual plan, then complete your information and get your personalized, scannable QR code that can be placed on the back of your phone, in a wallet or purse, or even on a driver's license.

In the event of an emergency, this QR code...with the words "Account Medical," "Scan for Alerts" and a medical caduceus will alert any medical personnel to scan this code for your medical profile. Every smartphone has the ability to scan these codes...and this could mean the difference between smooth sailing or a prolonged problem!

The beauty of Account Medical is that you will share ONLY what you feel is most important to share. This could include:

Medical conditions such as high blood pressure, diabetes or past issues they should be aware of...

Prescriptions or allergies to medications...

Blood type...

Emergency contact information...

You can even upload information and x-rays that medical personnel can quickly download or view if needed.

Perhaps you're travelling with children! Well, you can enter your current location and phone number into your child's profile so you can be contacted quickly...in addition to providing information on behavioral or medical conditions to help keep them safe.

As I mentioned, you might have needed this help in the past, or you might know someone who could have been helped by the solution Account Medical provides.

And now that you know about it...don't you owe it to yourself, your family and your loved ones to invest just a LITTLE bit of time to learn more about how this service can make a huge difference?

Right now, here's how to get things kicked off!

If you're ready to reach out to us today, simply click the appropriate button below...there's one with a number to call us directly OR if you'd like to schedule a consultation - just click that button! It's that simple!

Thanks for joining us today. I hope you found this information helpful and we look forward to hearing from you soon!

#### #3 SIGN UP VIDEO

Hello...and thank you for taking the time to learn a little bit more about Account Medical and how our service (and I say this with all seriousness) could save your life!

By this point, you have learned quite a bit about Account Medical and how our secure, QR-code based service will make those In Case of Emergency apps obsolete.

You received a great introduction to Account Medical through our introductory video. Of course, if you haven't seen that yet, feel free to click below to get some additional background.

Perhaps you've had a conversation directly with us to answer your questions! We always enjoy speaking to our current...and our future...customers!

Finally, you may have watched each of our short, yet informative, Frequently Asked Questions videos that provided you with even more insight and benefits that we at Account Medical have put together for you.

You see, we've eliminated the need for our customers to spend hours and hours on the internet and the typical frustration of normal fragmented research. We have developed a pleasurable learning experience for you that you can do from home or your phone. We certainly hope that you've found that to be the case!

Our goal is to help you create a looking glass for your imagination into the future to help you visualize the benefits of becoming an Account Medical customer today.

But why do we do this? Well, we understand that you will make the final decision based on what's right for you and your situation. But because we're so very confident in what we do and how our service can truly change lives...we believe that the amount of value and goodwill we

provide the community is directly proportionate to the number of clients we will attract.

We've put you in control of the decision because knowledge is power. But...knowledge is only potential power...it becomes power when you take action and put in play, right? It's only when you choose to take action that things improve and you get to reap the benefits of the service Account Medical provides.

So...having provided you with this information, the benefits, and how it will give you the peace of mind that you simply don't have right now, my final question for you is...will you register today and get that profile created?

We certainly hope so! We know that we can help, and as I said before, we know that Account Medical's service could potentially save your life or the life of someone you care about...so why not get started today?

Remember...it's all up to you. If you'd like to review our videos and gain some additional insight, you can click on the appropriate button below to be taken to our Introductory Video and our FAQ videos.

If you haven't had a conversation with us yet but would like to ask a few questions, great! Simply reach out to us today and we'll be happy to help!

But if you've decided that this is exactly what you need to get your medical profile in order, get that QR code, and finalize everything...simply click on the Sign-Up button below and you're on your way!

## **SUPPORTINGS GRAPHICS**



# Finally, instant access to life-saving medical information

Account Medical offers an inexpensive subscription service that allows you to take complete control of your medical records.

When you're in need of emergency medical help, those coming to your aid will have instant access to your life-saving information.

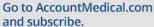




## How it Works









Fill out your medical profile.



Receive your card and stickers.



Anyone who scans your code will open your emergency medical info.

## **Get Your Account Today!**









AccountMedical.com



SOURCES: David McDonald, Facebook.com, Twitter.com, Instagram, Outlook, Dreamhost, ShopABizOp.com, The Brickell Media Group, LLC, Kevin James Culp, SocialBuddy.com, Hubstop, Entrepreneur.com, USPS.com,

## "On Demand"

Marketing to both large and small manufacturing companies

## New business for 2021

"On Demand" was developed with the safety of employees in mind utilizing QR Code technology combined with custom apps and programming.

The "On Demand" app/program will provide admins an immediate view of a participants' medical profile to include, alerts, conditions, emergency contacts, and so much more.

The "On Demand" service is a "new" safety program and the very latest in technology!

More information about "On Demand" can be viewed at:

https://accountmedical.com/sales

https://accountmedical.com/how-on-demand-works