

# Milestones

Let's say I try to sell mobile phones

1. How will I find prospects?

a. How will I make that list?

- i. find people that use old phones
- ii. people that have problems with their current phone
- iii. people that think they need a new one or just want to have the newest version

b. How will I reach them?

- i. I can send them an email,
- ii. I can talk to them on the phone,
- iii. Talk to them in person,
- iv. Knock on their door if they are within my area,
- v. Send them a direct Email.

c. How will I find them?

- i. social media,
- ii. in public,
- iii. in stores that sell phones or offer mobile services but they say "I will think about it" Then I try to find them on social media or talk to them after they leave the store

d. How to put a pool of prospects together?

- i. I can make an Excel file where I have their phone numbers, emails, and other options to contact them

2. Five things that I need to know about my prospects to see if they will be a good client.

- a. they must have problems with their current phone or have no phone at all,
- b. they need to at least a little think about buying a new one. If not it will be a bit harder to convince them but it's still possible
- c. If they are young they will always want the newest product
- d. how much value do I offer to them

3. Introduction video

Hello sir,

I have seen you are having some issues with your phone. Do you mind if I ask what is wrong with it?

Here he says what his issue is or “fuck off stranger” but in a nicer way, I hope.

I am quite skilled in this era and can help you choose a new one if you'd like that. I have got a store myself and if you are interested you can come when you will

have some time and I will show you what I have to offer.