

## caWhat We Are Going to Cover:

Market search method to find dealership clients who desperately need your service!

Two cutting edge methods to contact those dealership whom you found by market search method: DM or VDM

**VDM:** **Agreement** - You need to say them something that they can recognize it immediately. Look for something to compliment them for. Ex: Hey what's going on (NAME). I'm reaching out right now I see on your profile ( **compliment**). I noticed that your trying or likely want to ( **state their goal**) I imagined by looking at your profile

1. **Qualifying agreement** - Long story short I wanna identify the fact that you are producing incredible content but you aren't getting shit for engagement. ( Criticizing them in a positive way). It looks like you're not spending any money to distribute your content to potential customers who don't know you yet.
2. **Transition to crisis state** - This is a real crisis. There are people right now in your industry are just posting again & again and everybody is doing this same across every industry. People right now don't understand that they need to spend a little bit of money to distribute the content to potential customers who don't know them yet. Forbes is talking about Inc, com is talking about it
3. **Ask the why/how/who** - I understand it's not your fault. You likely don't even know why this happening because there is so much to know about it. I'm wondering who in your business doing this and how are they going to plan to get around this to get you more eyeballs, to make you more money.
4. **CTA**- Do you want me to talk with your team or should I talk to you about his. Dude, we have to talk I am gonna make myself available to phone does morning or afternoon work?

**DM** : Hey, love your content! How are things? (**Like their messages**)

I was wondering if you have extra space to take on roughly 3 new customers a day?

Ultimate prospecting template to keep you on track:

<https://docs.google.com/spreadsheets/d/1QaU42OXEFnhgjzdPHuJJq8YTCydreCuRgvzPzSt1s20/edit?usp=sharing>

12 services you can provide to these clients within few clicks and charge them \$200-\$1000 for that ya it's not what you're thinking:

[https://docs.google.com/document/d/1kwHiztdZzV0jz\\_hrvFFIXhQCWa-ECdpdRARxVbVyCoY/eidt?usp=sharing](https://docs.google.com/document/d/1kwHiztdZzV0jz_hrvFFIXhQCWa-ECdpdRARxVbVyCoY/eidt?usp=sharing)

Full breakdown of how much to charge your clients based on your services:

[https://docs.google.com/spreadsheets/d/1\\_5ox6Z\\_BWwKUa2rTbI3Yo5pzshWtq0OvcBOcoHNlqNA/edit?usp=sharing](https://docs.google.com/spreadsheets/d/1_5ox6Z_BWwKUa2rTbI3Yo5pzshWtq0OvcBOcoHNlqNA/edit?usp=sharing)

4 offers which are working like crazy for car dealerships : \$400 Coupon + \$100, \$99 Down, Car Giveaway, Black Friday Special \$500 OFF

Deliver MASSIVE results to your clients using Youtube ads

2 Case Studies:

<https://www.facebook.com/CypressautosalesTX/videos/vb.557449374316699/1734141916647433/?type=2&theater> ,

[https://www.facebook.com/pg/BramanMotorcars/videos/?ref=page\\_internal](https://www.facebook.com/pg/BramanMotorcars/videos/?ref=page_internal)

High converting video script for car dealership owners