

1. What do I need to learn to get to the next checkpoint?
2. What mistakes might I be making in my outreach that gets me left on read?
3. What mistakes could I be making in my copy that scares clients away?
4. What makes a client dislike me as soon as they open my email?
5. What value do I need to provide them to work with me and how do I find it?
6. I've never been on a sales call, what happens if they throw me a curve ball?
7. How do I preserve a good relationship with a client to do future deals together?

Solution: After watching yesterday's call I am almost positive that every unknown is addressed in a lesson taught by either Professor Arno, Andrew, or Dylan. So I will search the campus for the answers to my questions. I will first focus on unknowns 2-4 as those are the foundation of my outreach.