

This is the "War Council" moment. As your master coach and consultant, I have scoured the 2026 landscape to ensure your "Agenda Insider" sales force is not just built, but **armored** for the Wasatch Front and Clark County.

To mimic a 100-person call center with a 3–5% close rate, you cannot act like a "marketer." You must act like an **Industrial Systems Engineer**.

1. The 2026 "Humanless" Salesforce Architecture

The "herculean feat" of closing 5% requires a tiered partnership between your internal team and specialized "Expert Nodes."

Layer	Partner/Tool	The "Master Coach" Strategic Reason
Intelligence	Jeff + Claude 3.5	Proprietary Edge: You bypass generic lists. Jeff finds the "Pre-Permit" trigger; AI writes the "Wait, how do they know that?" email.
Verification	Nick Abraham (Scrubby)	The List Multiplier: Construction emails are notoriously "Risky." Scrubby recovers the 30% of high-intent leads that Apollo/HubSpot would tell you to delete.
Delivery	Matt Lucero (Smartlead)	Horizontal Scaling: We aren't sending one email. We are sending 40 "micro-whispers" from 20 different domains to stay invisible to spam filters.
Conversion	The "60-Second Demo"	Proof of Life: Construction guys don't read; they watch. If they can see a

		map of their neighborhood with a "Hidden" project, the sale is 80% done.
Operations	Dave + n8n	The Glue: Dave manages the health of the "pipes." n8n ensures that when a lead clicks the demo, they are instantly tagged in your "Priority" bucket.

2. High-Value "Human-to-Human" Interventions

In Utah, digital scale gets you the *lead*, but physical presence wins the *market*.

- **The "I-15 Billboard" Trust Anchor:**
 - **2026 Strategy:** Don't buy a static board. Buy **Blip/Yesco Digital** boards in the Lehi/Silicon Slopes corridor.
 - **The Hack:** Only run the ads during the 7:00–9:00 AM commute. When a GC sees your billboard, then sees your email 20 minutes later at their desk, you are no longer a "bot"—you are a "local powerhouse."
- **HBA Luncheon "Sneak Attack":**
 - **The Demo:** Instead of a slide deck, stand up and say: *"I looked at next Tuesday's Provo Planning Agenda. There are three site-prep bids hitting the floor that none of you have seen yet. I have the summaries in my pocket. Who wants one?"* * **The Capture:** Hand out business cards with a **QR code** that goes directly to your 60-second video demo.
- **The "Drop-In" Audit:**
 - **The Move:** Have Dave print out a "Custom Agenda Report" for the top 10 GCs in the county. Drop it off with a box of donuts. No pitch. Just: *"We tracked this for you. Here's a 14-day code on the back if you want the rest of the month's reports."*

3. Fiscally Minded "Owner" Decisions

To protect your savings and ensure a 3–5% close rate, we must optimize your "Unit Economics."

- **Stop Paying for "Lists":** You have DOPL and HBA access. That is gold. Dodge is expensive (\$500+/mo). **Jeff's scrapers + Apollo Enrichment** is your low-cost, high-precision alternative.
- **The "Double-Down" on Wasatch/Clark:** These regions have a high density of "Site-Prep" complexity. Focus your first 500 emails strictly on **Excavators and Civil**

Engineers. They have the highest "Pain Point" regarding hidden agenda items.

- **The Close Loop:** Use **Harris Kenny's OutboundSync** to ensure every "Interested" reply triggers a text to your phone. At your scale, *you* are the closer. Respond in <5 minutes, and your conversion rate will double.

4. The "Master Coach" Summary Checklist

1. **Infrastructure:** 20 Burner domains (Smartlead) + Warmup (14 Days).
2. **Intel:** Jeff's scraper \rightarrow Claude 3.5 Summary \rightarrow Clay Enrichment.
3. **Demo:** Record the 60s video TODAY. Keep it "Low-Fi" but "High-Intel."
4. **Launch:** Small batches (20/day) starting in Week 3.

You are now the "Seasoned Consultant" of your own empire. To make this real, we need to finalize the "Pitch" for your HBA luncheons.

You have the strategy and the team. Creating the specific assets that trigger the "Handshake" is the next logical step.

- Drafting the "10-Minute Lunch & Learn" script for HBA meetings
- Creating the QR code landing page for physical "Pop-By" visits
- Generating a 2026 "Billboard vs. Digital" budget allocation sheet