

so all the stuff in the Mojo Group, you know about naps and building the bond and the relationship and all that, getting the ball closer and closer to the whole still applies. This is a super personal, super intimate. Put, so if you imagine the golf ball, maybe it's not, it's almost in putting range, but maybe you have to tap, tap, tap it in a couple times, right?

So that's why I'm calling it the T three for tap. But all that stuff applies. If you just bought cold leads, and they're cold leads, probably you need to warm them up a little bit to, to make it work, right? But this really relies on super being super personal and super intimate with people.

And it also requires elbow grease because we do a lot of the replying inside of the Gmail or whatever your customer service account is now. That's something you can give off. I in the. No chat. No chat. No chat. We can do chat. There's a no, that's okay. I'm just, okay. Yeah. So all we're doing is we're replying back to email.

So I'll kinda give you the overview. So T one is a hand raiser, so the T one, we want them to raise their hand and they raise their hand by replying back to the email. Then we have a T two email, which is basically a qualifier. And we reply back with a T two. So from my particular case, the first thing I had to know is can they make the dates?

So the T two is basically, can you make the dates and then whatever qualifiers we need in order for them to be a good client or a good fit. So in my case you have 500 openers. You have a \$500. Offer, right? Or tell me a little bit about your email list, right? But so there, there's the qualifier.

In your case, it could be you need to have five hours a week. You can come to the training and go out and do the exercises and meet men and do all those kind of things. And you have to be open, right? You can't be you can't bring your past with you. You're gonna have to be open to whatever.

It's, so that might be like your qualifier email.

And two tt. That would be T two. T two. Okay. So T one's the hand raiser. Okay. I'm gonna show you all these examples. I'm gonna give you examples too. T two is just the qualifier. So they we, again, we're very personal. 'cause most people just don't say yes. They don't say yeah. They say, oh yeah, I've been following you for lunch.

Oh yeah, this sounds exactly what I need. Or, oh yeah, I've been struggling with this and this sounds really helpful. So we want to personalize just a little bit. Then lead into the qualifier. And then we say, Hey, if you, and we don't say if you qualify, 'cause that's not very personal, right? But we say if that sounds like a fit, or if you can make those dates or whatever, reply back and I'll give you the rest of the information.

And then that goes to T three, which in essence, it's a G three order form. But in an email format, and we just reply back to the hand raisers and the qualified people. And then they tell us

if they're in right. It is that fucking simple. Now, there's a few things where it can, and we can follow up with the hand raisers, we can follow up with the qualified people that didn't respond back.

I'm gonna show you those examples. But in essence we basically, what I recommend is writing the T three email first. Then work on the T one. If you don't fill out the program off of one email, send out another T one style email, right? The T two email is probably the simplest because it's just hi, here's the two things you need to make this a good fit.

Reply back for more information. Then we send them the T three, which is basically a G three. An email format. We don't ask 'em for any money there. Matter of fact, we say, we don't send me any money out, just lemme know if you're in. And then we follow up and get their payment and I would say probably 70% of the people that say I'm in, you just get the pay.

Then you, I'll shut. I got the email and there to send them as well. And they just take care of the payment. Boom. They're in. It's it's, and of course, obviously you have such a big list, like you're not gonna wanna sit there all day responding back. So you just have the templates and say, if they say this, give 'em this.

They say this, give them that, right? So your people would do it, but what makes it work is because the intimacy level is so high. Yes. That it just works a dream. Let me share my screen. And I'm still getting used to Old Zoom here, so hopefully we can make this work. Lemme bring up my file box here.

Let's go back here. Share it. It might look weird for a second 'cause I'm sharing you. Okay. That's not it. No, that was it. You had it. There we go. So you should see it in my files right now. Basically it's a file folder called T three Mojo. Yep. I, you can do all kinds of different things for T ones, but most of the time they're gonna be like nap style emails, right?

But just the call to action's different. But here's the first one that I did and, this one got me a few people to raise their hand. Got me a lot of people to raise their hand. Not as many to actually come into the program, but this will look really familiar to you. Like you did one when you started your six weeks to a secured man promo.

It's the feeler, right? But this subject line worked really well. I got about a 50% higher open rate than I normally do with this, and it sets the tone that they need to respond back. And I'm gonna give you all these files, Bob. But it's just howdy. I'm putting together a few folks together at my home for three days and showing them how to take an email list and turn it into 500 to \$5,000 sales.

Again really short really clear, right? We don't use any phone calls, webinars, or videos used, just connected without part of the headline formula without blank, right? Just simple emails in a order form. Now, I could have left this part out, but I wanted to open it up just a little bit to people that may not have a list, but I could have just left this part out.

Then I just say, would you like to join us or would you like to. And that's it, Bob. I had like over 50 replies. That's just amazing. Something that short. Yeah. So I had over 50 replies and I can't remember, I put a couple people in just off of this. I. One email. But so there's, I don't even see a call to action, like email back.

Would you have to join us? Nope. You don't want that, that because that's not what we naturally say. Here's the thing. We really want this to be, like, if you bumped into somebody at Walmart, that would be a good fit, you might say. Hey Bob. Good to see you. Hey, boy, I'm putting together a few folks at my home for three days and showing 'em how to take an email list, share it into 500 to \$5,000 sales.

We don't use e phone calls, webinars, or videos either. Just simple emails in an order form. Would you like to come over and join us? And then they're gonna respond back with, yes. And it might be, they might say, yes. How much is it gonna cost? Yes. Is there a cost? So there might be all kinds of responses, but we just want them to raise their hand and say, yes, I'd be interested. So by saying, Hey reply back to this email, or click here and fill out this form, it's gonna take away from some of the intimacy factor, so that's why we, we do that. Now I'm gonna go ahead and do the other T one and then, 'cause that'll make help make sense.

So here's another T one example. This one did really well. If it'll come up here. So I make this as a Facebook post as well, but I did it as an email. So what kind of car could you buy with one ring maker promo to your email? Is this just standard like nap style email? Like I would always probably send out, right?

I'm not gonna go every word with you, but. If you got a small email let's have a bit of fun. Travis is popping by real quick. If you like me, you may not have Ferrari or Lambo taste, right? I'm just dialing it. I'm a real dude. My wife drives a Nissan Juke and I roll down the highway and my armada happy as clans, right?

But how fun would it be to explore? Then I talk about what kind of email this, what kind of car could your email this by, right? And then at the end, if you've got an email list that's getting 500 open or more, come out to my house for our next email mojo workshop. It's May 5th, the seventh.

I'd love to hang out. I'd love to have you, and I can give you everything you need to make it happen for you. A few folks have already claimed their spots on our big white sofa, but it just won't be the same without you. Real personal, I don't have a fancy sales page. I hope you won't mind.

That's a good point. They're gonna be like, oh, where's the sales page? I'm just gonna tell up front, just reply back to this email and let me know if you can come or if you have, if you've got questions. This PS I opened it up a little with the Ps, but it wasn't that important, right? So these are like T one.

We just wanted to get them to raise their hand, say, yeah, I'm interested. I played with this one by, go ahead and putting the dates in, which suppressed a lot of the response because they're like, oh, I've gotta check. And this responses came in for days on this one because what happens is they gotta, oh, lemme check my calendar, right?

Again, so I don't think it's gonna be, if it's an online program, say, Hey, we're gonna all get together every Thursday for the next four weeks. It's gonna be online. Would you like to join us? I don't think you're gonna get that same slowdown, did you find that actually helps? If this is, oh, I'm sorry.

This is T one. I said nevermind. Yeah, this is T one. So this is at this point, that's not in there unless you think it's really necessary for T one. Yeah. Yeah. And because I got so many responses before, I thought what would happen again, like this is this is new-ish stuff, is stuff I've been using, to do webinars and small intimate webinars and stuff.

But I'm just really putting it into a system now for you guys and how we can use it. Okay. But yeah, so I wanted to like throttle some of the responses and just let them know and find out if they're available for this day. So that was like a, I didn't know which way to go, but you can always send out another email.

If I would've not filled up all the spots from this one, I probably would've sent out another email with a different angle. Okay. So let's go look at T two. T two is probably the easiest one.

Lemme get my mouse to cooperate here. T two. So I have a couple different alternate ones. This is in the file. T two. Again, we wanna be really person. Most people just don't say yes, right? They say, oh yeah, it's, I live in Florida, right? I can just drive up there, or whatever they say, right?

We. Hey, so great to hear you. Yeah, that might be a little bit of a drive, we'd love to have you over right from Florida. We just wanna keep it personal, right? Dates are May 5th through the seventh, and we'll be at my home in Arkansas. If those dates work for you and you don't mind flying out here to learn how to turn your email list into 500 to \$5,000 sales, let me know.

I can send you the rest of the dets. Now you don't, if you don't say dets, you don't have to say dets. You can say info or the plan or whatever makes, whatever Bob Grant would say. Now what happened on this one is I didn't ask 'em about their list, so it got a little bit cumbersome 'cause oh yeah, I can make the dates, but now I gotta find out about their list.

So I started asking both questions at the same time. Thank you for connecting and any personalization. Two questions to start. One. Can you please tell me about your email list? And two, can you make it out to Arkansas? May 5th through the seventh. You wanna come in on the fourth because we get started early?

Let me know. Then I'll send you the rest of the 4 0 1 1. This is the one I went with most of all, right? Because they told me a little bit about their list and let me know if they're qualified and they said, yep, I can make it out. So this one worked extremely well. I had a couple yahoos that didn't want to commit to a date that their information seekers right.

So this particular one, he's oh yeah. He's come back and said yeah, here's my list. And it was actually a pretty nice size list. He's all, but, anything's possible with a dates that's not good enough for me, right? I don't let 'em pa if they don't qualify, I don't let 'em pass this point.

So I said Nice and I'd do whatever personalization. With your list size, your rainmakers will likely be 20 K to 30 K. You can run one once a quarter. But the real fund and income isn't what we do weekly. When you. Commit to the dates, let me know. No sense in hashing over this if you can't come.

So couple people just never got back to me. One person was just like, oh, just gimme the info and then I'll tell you if I can come. I'm just like, no, that's not the way. That's not the way. It just, I know they're just after the information, right? They're just right. Figure out what's the information can make the dates, but don't know about qualifier too.

Sometimes people don't answer both questions or they might just say, yeah, I can make the dates, but then you gotta find out about, whatever the other qualifier is. This was a, this particular case, Haley, it's a great to see you. Can you tell me about your, a little bit about your email list, right?

And if we work together, what outcome would make you happy? I. And you can modify that depending on what they're telling you. But I'm just trying give you some other follow ups here. But all we're trying to do is, what characteristics would they need to have and what time requirement would they need to have to be?

To give them a really good chance of success in our program. So once they come back and say, yeah, I can make those dates. And again, I think with the online program, you're gonna get a lot more people coming back saying hey, I can set aside five hours a week, or, I can meet you at Thursday at eight o'clock, for our online class or whatever.

Will be a lot easier. But then we go into the old T three. So let's open up the T three. So there's a couple really interesting things that I added to this as I was going around to it. But. Below the, these stars is pretty much the modified version of a G three, but I added some of this and it made it work so much better.

Again, personalization, right? Because they're gonna tell you about their list, they're gonna tell you what they qualify for, they might tell you some more of the problems. If they say, for me, if they said that, yeah, I've got 3000 opens on my list and I sell a \$2,000 product I'd like.

Hi. Wow. I'm so glad we connected. I, I can really help you, and that's exactly what we do, right? And I might add a little more. Someone guy said, Hey, the big thing is do you have a place to, to park? I've got a big rv. So I just had them to answer some of those little personalization questions.

Doesn't mean that if you don't have two personalizations, the whole thing's gonna fail. But you do wanna keep it like, as a conversation. Just don't ignore their stuff. Just like in person. Yeah. And then, I always you can always tell like when people copy and paste stuff to you, and it's obvious I copied and pasted this, so I just get in front of it and I say, hope you won't mind if I copy and paste all the dets for you. I don't wanna leave out anything important. And then I added this line in because it was taking me longer than I like to get responses back. So I said, and I wanted to set some tone for urgency.

Remember, we were talking, I don't know if you were last or not. We wanna have some urgency, but we want it to be cool urgency. We don't wanna to be like, oh, got 10 spots left. You gotta get in now, right? Please let me know if you can make it or not. As soon as possible because, and then whatever, just because is that is a good reason why.

So for mine, I, I've gotta make room reservations, right? Gotta make some room reservations because I take care of the hotel rooms when people down. And that worked really well. It got me responses back a lot, fa either yes or no. It's oh, hey, I really like that. Sorry, I can't, this doesn't look for me like it's for me or I, or they might say, I can't come up with a six grand, what, can we do something like that?

And then the rest of this is mostly a G three order form, just modified a bit. We want to get like the main idea of it right away. So I reiterate on May 5th, the seventh in my home. I'm a big white sofa. I'm putting together six good folks and showing them exactly how to take their email lists for someone else's email list and generate five to six figure paydays with sixth grade.

Simple to write emails and without needing BSL webinars or phone calls. Then I give 'em a load. We use our g, our 60 minute G three order form. I call this the rainmaker. It's just one of the things you walk away with you can profit from for years to come. And then over the weekend, now I get into the, if there was modules, these are like the modules, right?

You and I will go over everything, you, everything you need to run this for yourself or others. You'll also walk away knowing. And here's the biggest tip for writing these bullet points or the modules of what you're gonna be teaching is don't sell 'em. Sit ups. Sell 'em the six pack abs. Don't tell 'em like, okay.

So first thing we're gonna do is we're gonna get you all laid out and we're gonna put your arms behind your head and then we're gonna like you, make you like, touch your knees to your elbows, to your knees, right? And we're gonna do that until you can't do it anymore. You're sweaty and exhausted.

But doing that, oh boy you're be great about the results, right? We don't wanna do that. So these are all abs, no situps, right? As much as possible, how to turn your email list in passive income, I've mastered continuity, earn millions, and help other many others crush it with continuity. Nobody teaches this.

If you wanna sell by phone secrets to getting more applications than you can handle for high ticket products and services. But I just go, keep going through this, right? The different bullet points that we're gonna cover. Inside of the group. We don't wanna cover every little thing, but just enough to like really produce that value, right?

And then here's the, like frameworks. This is something I just know they my students get clients immediately too. Frameworks, examples and templates galore and more, right? So if they like scripts or text messages, they can send out I've got, a whole armory of things to make it easier for you.

Now I go into the question, so I don't say, here's the FAQs, right? So real, real personal. They know it's copied and pasted and I tell 'em that. But I'd imagine you've got bunch of o questions at the risk of writing the magnet. Carta. I'm gonna answer some questions I'm sure you have below. And then I just answer in a really non bullshitty way, the the question, do I need my own product? It helps. We find great results for email mojo campaigns in the 500 to 5,000 range. I'll be sharing what I call medium ticket mojo, and I'll work with you to come up with a 500 to \$2,000 product in two hours just in case you don't have your own offer or need to bump up your price.

Of course, we can sell someone else's product. Also with some email and a little elbow grease. You can sell just about anything, services, products, digital workshops, et cetera. So answer those questions. Here's the bonuses. Are there any bonuses? You bet. And then I tell 'em, you know what? Bonus if you have 500 bonuses or five bonuses out, and I like bull out every single bonus, maybe just the big bonus, right?

Then I go, where and when, again, I'll repeat it again. You cannot repeat stuff enough. It'll be at my home and even through all this, Bob, I have people say, oh, this is an online, oh, this is at your house. So it's oh, okay, let think about that. It'll be at my home.

In Arkansas, the Mojo Shack Little Rock Airport is a pain in the butt to fly into. But once you're here, everybody loves it because a mojo sack is on top of a hill. We're looking beautiful lake. And this is where you might say, where and when. Hey, we'll have to show up at, six o'clock, on Thursday evenings.

And I know, realize you may be a little bit tired from work and everything. I know you're busy. But everybody loves it because they get what they need, so dial it back a little bit. Don't take it too negative, but but here I'm dial it back to make up for the hassle. Pay for your hotel suite.

We also put, pull out our southern hospitality and feed you like family while you're here. Again, try to make it personal, right? We've even got a country club here and I'll take you there for

dinner one night. We always have a blast. Again, the dates are May 5th through seventh. I recommend coming on the fourth because we get started early.

Then how much it be, and then here's where I use my IVQ. If you got, and you gotta wanna take 'em back to the pain, right? To swing that if you've got, if you've got, or your client has 500 opens, it will cost you a fortune to miss do the math above. With that said, your investment for email mojo is \$6,000.

Most of my students make that back, and six emails give or take, as long as they've got 500 openers and a \$500 product or a thousand dollars product they're promoting is an affiliate at a 50% commit. If it help fit into your budget better, we can break it up into three payments at 2200 if you like.

Now I didn't do this on all of 'em. I did do it for a few of 'em, so I left this part out right. But I followed up a few of 'em with a 2200. I think I got. Two payment plans, the rest of 'em just paid in full. How do I get a spot? Here's the, how do I, here's the call to action, right?

You don't need to send, this is really important. You don't need to send me any money. Now, if you've read the questions above and meet the requirements, just reply back, I'm in, then I'll get you set up first come first served. After all, I can only put so many butts on my big white sofa. And then this PS again, was for the payment program, so I didn't put this in all of them.

Okay? About 25 ish percent of everybody that I sent this to just come back and said, I'm in. No follow ups or anything like that. And then we just handled this, so if they say yes like I had one person was so excited, he is yes, I'm in here's my PayPal email. Tell me your PayPal email address.

I'll PayPal you right now. This person happened to be from Malaysia too, so I'm pretty honored that he's from Malaysia. Oh wow. Yeah. I got one from Malaysia and one from Sweden coming out. Wow. He sent me the, oh yeah. So thank you. I'm thrilled to have you, and you don't say customer, but I'm thrilled to have you, Bob.

I'll send you and I just like in a step format, I'll send you the voice, a SFP, then I'll send you all the dets you need. We'll get you access to the online version of Big Ticket Email Mojo. That was my bonus, and then we'll schedule a call before you come out so I can be ahead of the curve and learn more about your offer.

So here's where I do my qualifying, right? Because if I'm gonna invite 'em into my living room, I want to talk to 'em before they come out. Probably the same thing with your program. It's probably much better to take their money and then have a five minute call to make sure they're not jerk offs. So this set sets us up as oh wow, I'll get to talk.

But what I'm really doing is making sure these guys aren't butt heads before I have them come out. So you take their money first, right? Yes. And he sent, he already sent me his email, Addie, so that's why I was saying I'll send you the invoice. And then I'll send you all the det you need.

So that was that one. Here's the more yeses. There's no order form. Do what? There's no order form. No. No order form. Yeah. So here's the way I did a lot of 'em. They said, thank you. I'm thrilled to have you Rocky. You can take care of it, care of this payment using this fancy link. This is just my PayPal, me PayPal link, right?

I'll get you access to the online version of Big Ticket Email Mojo. You and I will schedule a call before you come out so we can be ahead of the curve and learn more about your business and offer. I'll drop you all the details, airport, hotel, find out your food likes and allergies and et cetera in a couple days.

Look, looking forward to having you out here and helping you crank out big ticket sales from your email list. That said, if you prefer another payment method, I may aim to help. So just lemme know. This one's pretty much the same thing. I don't know why I put two of them in here. I just changed it up a little bit.

Oh, this one was just a little bit more, Hey, here's my fancy link. Ah, man this guy that, that's coming out this guy is from the uk so uk, Sweden, and Malaysia. Thank you. Here's what you need to do next. This one probably wasn't as nice as I think I changed it down here, here.

Please take care of the payment. I don't know if it's was a little bit. Please take care of the payment, take care of the investment PayPal Music sent. As soon as that's in, I'll have a net. And this, I think this is the one I ended up using the most, but I put please as soon as that's in, I'll have a net.

That's my helper. Enroll you into the big ticket email. Mojo course online. In a few days I'll give you all the de you need to come out, but for right now, you wanna fly into Little Rock, Arkansas on Thursday, May 4th, because we get started early on the fifth. I take care of your hotel suite. We'll also set up a call before.

Now here's what you're gonna get to. People are gonna say, oh, I can't make those dates. I can't make those times. But they really wanna come in this guy's oh man I wanna come out to your house, but I can't make it in. May. He's do you, will you, can you just gimme the online version?

I don't wanna give him just the online version 'cause I need some help in q and a. I said I make most of my money doing this stuff and teach because I love it. So I just do 'em when I feel like it. I usually do three or four a year that I've got an idea. If you wanna roll in now I've got the online version you can get started with right away, then you can come out to my home.

Anytime in the next year, I'll likely have an the next workshop in July. It's a bit sticky out here then, but we've got AC in a pool. If that sounds good, let me know and we'll make it happen. And he is ah, I'm coming out in July. You know what dates? I'm like, you pick them right? Because I had all of July open.

So he picked the dates and that was my first student in July. I did some follow up. I call these follow up taps, so people that you send the T three to that you don't hear anything back. This worked amazingly well. And it, you probably won't need so much follow up again with the dates. They really gotta check with their wife.

They gotta, see how much the flights are. So there are a lot of things they have to do. But this worked extremely well. Subject wa and you only send the, you also this a whole list. You only send it out to people that qualified. So you say oh, sorry. Apologies. Was there a question you had?

I didn't cover about coming out to Arkansas for our email mojo workshop. You put the onus on. You worked really well. Most people said, no, man, you answered every question that I had. That was most people. It was just this one thing, right? Hey, can you jump on the phone a minute?

There's a couple questions. Usually will this work for my niche? It's almost always that, right? So then you could bring 'em to a phone call if you want. Just answer their question in the email. But I put in, I don't remember off the top of my head, but at least three or four people just off of these follow-ups.

And I probably could have followed up again, right? But I just filled up I probably could have followed up again. Now you'll have a couple people that tell you I'm in, they, they'll say, I'm in, and then there's you send them the payment info and then they go quiet, right?

So this just takes care of that I probably should say. I am in, but didn't pay.

So what you don't wanna do is you don't wanna say, are you still coming out? Because that they're gonna go to the other way. So we wanna be more negative. We wanna be more negative than they are. But in this first touch, I don't wanna be too negative. This sounds simple, but this took me a lot of years to figure out.

So I hope you get good use of it. Hey Rocky, it's all coming together for our little workshop. Did you decide to put this on the back burner? And if they're just if they're trying to get things together, but they really wanna come out, they say no, I didn't put it on the back burner.

So I saved a couple. Sales with this, right? That just sounds more like a nudge than a push initially. Yeah. And but it's more negative, right? It allows 'em to say, no, I didn't put it on the back burner. But if you said, Hey, are you still coming out? Then they would have to say it is a, it is just different, right?

We're taking a more negative, which is a more pulling rather than a pushing, right? Hey you decide to put this on the back burner. Oh no, it's still on the front burner. And this one saved a couple more for me. That's it. People didn't respond back to this, and people get busy, I had a couple people say, oh man, I was out of town speaking, and so I sent them this one.

I see the subject, do what I see the subject on. Yes. That was not sure. Yes. Not sure what to do with you. And like you got, it's such a, you gotta open there. Bob, I haven't heard anything from you. Should I just close the file on you? That's like being really, but that works. Ama I've used that.

Should I just close the matter of fact, Lynn Schwartz said he's paid for his whole mojo membership just using this one line on follow ups. But does that work with women just as well? Oh yeah, absolutely. Okay. Usually like when you send it, like when somebody tells you, Hey, let's do a deal, or, Hey, we're gonna do this and you just don't hear from 'em.

It's hey, should I just close the file? And people don't like things to be over, right? It's oh no, don't do that. And literally they'll come back and almost don't no, you won't hear from 'em. You'll send all these other, you send that one. They're like, no, don't close the file on me.

It works really well.

So that's about it, Bob. The hardest part of it, I think is writing the T three. I think if you've already got a G three, you can just take it and modify it a little bit. You can, this is also flexible for a lot of other stuff I used to do little small webinars this way. And I had a client who was doing this too, but, instead of trying to do these big huge webinars where everybody's there and it's this big one to many thing I would you just send out these like a T one, it would say, Hey, Bob, Thursday night I'm putting out I'm be getting together with a few email list owners.

We're gonna be brainstorming some subject lines. Would you like to join us? And then you might say, yeah, that'd be great. And I would come back and follow up, Hey, it's gonna be Thursday night at 8:00 PM if that time's good for you let me know and I can drop you a link and be like, oh, that time's good for me.

Drop me a link. Then see, three U would come along, I'd be like, Hey, I. Here's the link and would you do me a favor? If you can't make it, let me know. So I would do like little 10, 15 person webinars and sell three, four, or five of 'em on the webinar. You can also do T one or T three follow up campaign after your webinar.

Think about everybody that, that is on your webinar and you follow up with them. Say, hey, Sue thank you for being on the webinar. I was wondering if you'd like to continue this conversation we had on the webinar, right? Oh, yeah. Or, Hey, I've still, I've got four spots and would you like one of 'em?

So you can do a T three after your webinar and depending on how big your webinar, if you've got thousands of people on there, you don't wanna like email each single one. But if you had Lynn Schwartz just run one where you had 50 people on. So that one you could easily just go to your Gmail account and drop 'em individual emails, right?

Or you can load 'em up and drop 'em either way. But you could use this T three in a lot of different, in a lot of different aspects is where I really kind learned to do it to begin with. But I just hadn't tried to. Do a big ticket with it. No, I'll tell you. Leslie's your rep too. Yep. I'd tell you what's exciting is, has always been my, what was the one spot with doing the rainmaker was, two weeks of emails means.

It's two weeks of not doing affiliate stuff or at least having to do it double. And that was competing against each other. This totally solves that. Yes. Pain. This, there's no interruption in the other stuff, which is just genius. 'cause I understood why it took the two weeks before, after running the last one, but, and this in the rainmaker, we're really using the clock as the putter, right? We're using the clock, we're moving the, all the golf balls close to the holes as we can, but we're using that clock as the putter here. We're using personalization and intimacy as a. But yeah, you're exactly right.

You can run this, you can run this, like if you got your regular emails going out in the morning, then in the evening you could drop one of these Hey, are you still up RSVP, right? You could drop these, just get all the hand raisers and then you could do all the other stuff with the hand raisers.

Now here's the cool part too. This allows you to test an offer out without fully committing to. If you get, no matter what happens, if you get very few hand raisers and you can just say, Hey, thank you for connecting with us. We're at capacity for this, right? No harm, no foul. Or if you get a bunch of hand raisers and nobody's qualifying, that tells you, that's not a good fit.

Or if you get a bunch of hand raisers and people are qualifying but nobody's hitting the you're responding back to the T three, that tells you something too, but you're not having to run like, so you can test an offer out real quickly. And again, like I'm really of the belief that if you can't make an offer work with bare minimal ugliness that it's not gonna work by putting more and more fancy stuff on it. So if it works here then you could really roll it out again on a rainmaker. But I would think as easy as this is the rainmakers so totally have their purpose, especially if you have a big list, but for you, I think you could probably sell, this is perfect. I think you could spell 20 spots at 2K. Pretty easily, right? Just write that T three come up with A one. Yeah, you need one T one to start it out. You, and then I'd probably do the T three. The T two, and then launch out a T one and then get you with your tech team and say, here's what you do, right?

When these responses come in, you send them this one. When these responses come in, you send them. This one you'll probably have to add some to your own. File based on you, but then once you've got three of 'em are running at once, then all you gotta do is just run the T ones, right? Just hit the T ones and let the girls handle the rest of it, right?

And watch the money roll into the account. And if you want, there'll be some people that want to talk to you on the phone. Hey, you can just jump on the phone for a question or two. You can decide if you want to do that or not, or you can roll 'em over to a chat. But. I think I talked to two people on the phone, but it was really like, it wasn't like they were just like, Hey, I just had a question.

Will it work for my niche? It wasn't like a strategy call. So there may be a few people like that. There's a few people, I just answered some questions by email. But I would say 25% came in. Straight off of that T three. I did do some follow up which brought in some more.

And then I just kinda had to follow up with some people that had said I'm in but didn't have the links. But I think it would be even better with a non-live event because there's just, there's so much that coming out to a live event. So I'd be super excited for you to, try this and let me know your results.

I'd love it if you could do it before you come out to Vegas. 'cause I'm thinking about talk, teaching this in Vegas too while we're there. Tell me when Vegas is again. April. April. You wanna come out? April 20th. 'Cause it's the 21st. 22nd. 23rd. I'm gonna start. I'm gonna start writing the T three.

I'll start writing them now. I'm trying to schedule wise

I'll let you know my next I'll start this week, start writing it, send you some stuff to have you look over maybe the T three to, because I've got the G three form. It's just, yeah. And then, and look I'll send you all these files. Make it easy for you too. Like some of it you can do on the fly, right?

As long as you got a T three to send out, so you want the qualifier because you wanna follow up as soon as you can. Yeah. I would like to a spot send 'em out the qualifier and then the T three. But it, man it's more the hard, I would say, the hardest thing, or not the hardest.

Not even hard, it's just. Like following up copy, paste, send copy, paste, send copy, paste, send, like what you got. The thing that's I've got one of my VAs that would do this. They're moving to Hawaii, so they're in that transition. That's my biggest, I gotta get with her to find out her accessibility in the next couple weeks.

Yeah. But actually I may just do it. Yeah, I'll let you about that one just to go through it, but, and you'll learn, they'll put your whole structure together too. But yeah, that's the biggest pain in the butt about it, is just I would probably have 'em come into your Gmail if you got a Gmail or whatever, I don't know what your reply address, where that goes to, but you want something that you follow the conversation with.

And I put, when people responded back, I put 'em all I put 'em into a folder called T two, right? So the T ones then I, everybody, I sent a T two, I put it into the T two folder, right? So that way I

can go back and it's a little bit daunting. It's okay. There's probably a better way to do it than I did.

So I sent all these people T twos, these people responded back, but it's a little bit hard for this person, respond back. So there may be a better No, because we got Gmail and it's real good with tracking the, yeah. The flow of it. So that's actually, I think a good one and that'll be easy for them to label it as to.

What stage they're in. Yeah. But I would be surprised, like with the, with your list size and your reputation, if you hit the right offer, which you got the six week of security, maybe you just say, Hey I'm putting a, I'm putting, I wouldn't probably, even in the T one, I wouldn't, the first T one blast, I wouldn't put out, say I'm putting a.

A group of women together who are looking for a secure man. Wanna make that to happen? Would you like to, I've only, I would you like to join us, right? And that you probably, you're probably gonna get 300 responses. And then you'd send 'em out the qualifier, right? Qualifiers and then the T three I.

I'd be surprised if you couldn't put 20 people in a 2K. Heck, I'm not trying to low ball, but if I get seven with this little effort, that's a failure. But that's still so far ahead of the curve for the amount of effort that goes into this versus. Yeah. Whatever makes you happy. I'm just throwing a number out there.

Oh no, I, that's what I mean, but that's even the fun part is that even failing, being so far ahead, I love stuff like that. Yeah. Then better and better. 'cause last time it has gotten better just because the price went up. Yeah. And even though I didn't do the right make or long enough, it still was 14.

Yeah. And you can even follow up if you send out the T three, then you could send that follow up. Hey, was there a question I left out? Do you even follow up again? Which I didn't do. You, Hey Bob. I, I hadn't heard back from you. The only thing I can think is maybe it's the money, right?

Would, if I give you a payment program, would you, would that help? Don't give 'em the payment. Probably just, oh, yeah. That would totally help. There's a lot of follow up. You could probably do that. I just didn't have to do. Yeah. But yeah, I think you're very on point that kind of the magic of this is it happens in the background and you can slide it in, you can slide it in and it doesn't take two weeks of mailing.

And that is so magical. It's, so I'm gonna start running this too for my clients rather than the rainmakers, because usually that's what I do for the first date. But I'm probably gonna take my team and start running these for clients as well. Just write the T three form 'em and then handle, this gets into what we talked about when we were there as, as far as if ever I want more clients, I can just do this instead.

Yeah. It's like push button. Yeah. And then. Yeah. And then once you have it down all you really ever need to do is change the T one. It's like having a funnel in place. Of course, it's a human operated funnel, right? But it's like having a funnel in place where all you gotta do is just write the email and have 'em respond back, right?

And then your team, your VA takes care of the rest of it. Yes. Travis, this is amazing. Thank you, sir. It's really no, I can't wait to try it. I'm I'll busy. I've got something to record today, but I wanna get busy today. I've got time today ahead. Start on three. Awesome. And then I'll get, I'll start my schedule, get with her.

But cool. Yeah. I'm excited to hear I, I'll get with Tina to make sure with her. That's my, I'm only hesitancy we getting it done before but worst case, we may run it the week of, the week of Vegas, but, but we'll get cranking on it. Yeah. Awesome. Yeah, and I don't wanna put pressure on you, I just thought it'd be cool if you run one before you come out, because I'm really thinking about taking one of the, sessions and just going over this T three, but it worked for me. It's written other stuff, so I just wanted to get at least one more and I will do it as Hey, this is new stuff we're doing, but so I wanted to get some of the, other than just me. Okay. With that in there. No I appreciate you reaching out with this.

Yeah, absolutely Bob. Yeah, no I'm in. I'll I'll get cranking. Cool. Alright are you gonna be at the meeting today or you got something else going on? Oh no. Oh, cool. I'll be there. Okay, awesome. Alright, I'll let you go. I've recorded this. I'll send you a, I'm gonna send you right before we get off, I'm gonna send you the files and then once this recording gets done, if you want I can send you over the link to the recording too.

Okay. Thanks a lot man. Great job. Appreciate sir. Thanks for being my Guinea pig. Oh, you bet. Love it.