

SOAR

SOAR

The word "SOAR" is written in a large, bold, white sans-serif font. A white arrow starts from the bottom left of the letter 'A' and curves upwards and to the right, passing behind the letter 'R'.

SOAR TRAINING

PROSPECTING

CADENCE

www.soarondemand.com

11-STEP PROSPECTING CADENCE (example*)

1. CONNECT THROUGH LINKEDIN

- 25-50 new connection requests per day
- Schedule 60-minutes in your calendar
- **5 Connection Request Options**



2. CONNECTED: NOW WHAT?

- Wait 24-48 Hours After Connecting With Them
- Send an Audio Message
- **Watch This Video:**



* Adjust to align with your territory & activity expectations

11-STEP PROSPECTING CADENCE (example*)

3. TELEPHONE CALL

- SOAR Selling™ (Ride The Bull)
- No Voicemail at this point
- **Streaming Course Here:**



4. LINKEDIN MESSAGE

- Use VIDEO!
- **Send This Video Message:**



5. DOOR-TO-DOOR

- If applicable to you
- **Do NOT bring coffee or donuts**

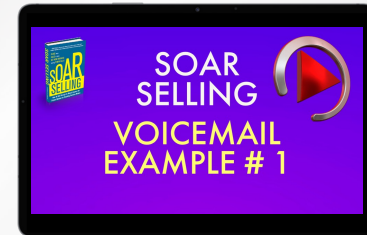
* Adjust to align with your territory & activity expectations

11-STEP PROSPECTING CADENCE (example*)

6. TELEPHONE / EMAIL COMBO

- SOAR Selling™ (Ride The Bull)

- **Leave This Voicemail:**



- **Send This Email:**



7. LINKEDIN

- Create a post or poll
 - Tag Your Contact for their comment / opinion

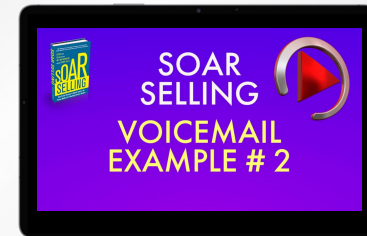


* Adjust to align with your territory & activity expectations

11-STEP PROSPECTING CADENCE (example*)

8. TELEPHONE

- SOAR Selling™ (Ride The Bull)
 - **Leave This Voicemail:**



9. LINKEDIN or EMAIL

- Video Message
 - You & Your Manager
 - **Watch This Video:**



11-STEP PROSPECTING CADENCE (example*)

10. MAIL A LETTER

- Yes, mail a letter!
 - Your Introduction
 - Your Intention
 - Your VALUE PROPOSITION
 - Close For Next Steps

11. LINKEDIN

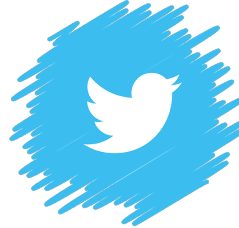
- How To Proceed Message?
 - **Send This Message:**



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Adjust to align with your territory & activity expectations

CONTACT US



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