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*Tested Marketing Methods To "Sell From Your Seat"*



## EXECUTIVE SUMMARY

# Tele-Promotion Strategies - Module 1 of 8 "How To Win More Sales At The Speed Of Sound"

## QUOTE OF THE MONTH

"If you want to persuade the world, use the human voice."  
- Roy Williams

## ACTION PLAN

1. Decide on a **TELESEMINAR FORMAT** you want to test
2. Conduct a **FREE TELESEMINAR** for valuable "chair time"
3. **RECORD** and **TRANSCRIBE** your calls for new info products
4. Create your curriculum for **MONTHLY PROSPECTING** calls

## CASE STUDIES

- Free ASK™ Campaign: [www.AskPaulColligan.com/teleseminar](http://www.AskPaulColligan.com/teleseminar)  
[www.SpeakingWithJohn.com/teleseminar](http://www.SpeakingWithJohn.com/teleseminar)
- Paid ASK™ Campaign: [www.AskMitchMeyerson.com/teleclinic](http://www.AskMitchMeyerson.com/teleclinic)  
[www.AskPatWyman.com/teleclass/index.htm](http://www.AskPatWyman.com/teleclass/index.htm)
- Ask The Expert: [www.AskHarvEker.com/teleseminar](http://www.AskHarvEker.com/teleseminar)
- Event Preview: [www.TheNextLevelSummit.com/preview.htm](http://www.TheNextLevelSummit.com/preview.htm)  
[www.MegaSpeakingEmpire.com/preview\\_schedule](http://www.MegaSpeakingEmpire.com/preview_schedule)
- Radio Sponsorship: [www.TheInsideSuccessShow.com](http://www.TheInsideSuccessShow.com)
- Virtual Book Tours: [www.JustAskHarvey.com](http://www.JustAskHarvey.com)  
[www.AskJoeVitale.com](http://www.AskJoeVitale.com)  
[www.AskBillClinton.com](http://www.AskBillClinton.com)
- Challenge Call: [www.5000DollarChallenge.com](http://www.5000DollarChallenge.com)
- Monthly Prospecting: [www.AudioSellingProcess.com](http://www.AudioSellingProcess.com)

## FEATURED TOOLS

- ASK Database™ ..... [www.AskDatabase.com](http://www.AskDatabase.com)
- AudioGenerator™ ..... [www.AudioGenerator.com](http://www.AudioGenerator.com)
- Marketer's Choice™ ..... [www.MarketersChoice.net](http://www.MarketersChoice.net)

## RESOURCES

- Audio Recording: Kay Mitchell [Kay@RecordedMoments.com](mailto:Kay@RecordedMoments.com) ..... (931) 445-7411
- Web Design: Tina Dutta-Ladva [ADL@CrushTechnology.com](mailto:ADL@CrushTechnology.com) ..... (626) 252-2220
- Tele-Bridge Line: Jennifer Mackin [www.SellFromYourSeat.com](http://www.SellFromYourSeat.com) ..... (512) 404-2300, x136

## NEXT STEPS

Participate in our "Master Mind Group" at: [www.TeleseminarSecrets.com/mastermind](http://www.TeleseminarSecrets.com/mastermind)