



EXPERT
SELLING

**THE “SOLO METHOD” OUR CLIENTS
ARE USING TO BRING IN AN EXTRA
\$10-25K/MONTH IN NEW REVENUE**

16 MINUTE CASE STUDY FOR SOLOPRENEURS

In this video we'll reveal how 3 of our clients were able to earn \$88,500 in new business within the first 90 days using our proven client acquisition machine.



[CLICK HERE TO WATCH THE VIDEO](#)

INSIDE THIS FREE 16 MINUTE VIDEO YOU'LL LEARN....

- ✓ How to make a massive impact with prospects who feel you are speaking directly to them.
- ✓ How to fill up your sales pipeline with your Most Valuable Prospects (MVP) so that they close more quickly.
- ✓ How to pre-sell with your Massive Value Piece of Content so that they KNOW how you can help.
- ✓ How to attract the kind of clients you actually want to work with resulting in Massive Value Potential.
- ✓ How to create an "All-Access" / Multiple Price Point offer which can attract clients of varying financial ability
- ✓ How to become ultra relevant and able to provide amazing result for your clients

Hey, this is **Mike Olaski** from
the **Expert Selling Agency**.

And I have a **quick question** for you.

“

Do you want us to set up and launch a six to seven figure client acquisition machine for you in less than 90 days so that you can add 10 to \$25,000 per month to your business so you can focus on Scaling Your Business and serving your clients instead of wasting your time and money trying to do it all yourself like so many SOLOpreneurs get stuck doing.

”

Want us to Setup & Launch a
6-7 Figure Client Acquisition
Machine FOR YOU?

...In LESS than 90 Days...



Before I tell you more about this opportunity to work with us. And in case you've never heard of us before, here's a 30 second introduction of who we are. So, our agency is ran by **Trevor Turnbull**. He's one of the **top sales and marketing experts in the industry**. And over the past few years we've trained over 26,000 business leaders to consistently generate qualified leads for their businesses. And our team has worked one on one with hundreds of SOLOpreneurs and consultants, coaches and speakers just like you to grow their revenues.

THE EXPERT SELLING — AGENCY —

- Founder - Trevor Turnbull
- We've trained over 26,000 business leaders
- We've worked 1-on-1 with 100s of **SOLO**preneurs
- Collectively our clients have generated over \$10m in sales



And during that time we've managed to help our clients generate over \$10 million in sales from our proven client acquisition system (that we're aware) of and that number is growing every day. Our track record of success has shown that we not only help our clients increase their revenues, we also help them transform their businesses and their lives through the thousands of hours of one-on-one coaching we've provided over the last year alone, which touches on full life factors that impact business such as mindset and the blocks that holds you back and keep your business from succeeding. Now, if you're an expert consultant, a coach, or a speaker who is serious about establishing a six to seven figure client acquisition machine that's true to your life goals, then this video presentation may be the most important video you ever watch because in the next 15 minutes or so, because we value your time so much and we know how busy you are, we're going to share with you so you can discover the revolutionary new SOLO method that our clients are using to consistently add 10 to \$25,000 a month to their businesses.

The Revolutionary NEW
“SOLO Method”

Our Clients are Using to
Consistently ADD \$10-25k/Month

And We'll Help YOU Use This New “SOLO
Method”
To Clarify, Connect & Convert **NEW CLIENTS**

At the end of this presentation, you understand exactly how we plan on helping you use this new SOLO Method to clarify, connect, and convert prospects into your perfect client. Now, you probably already know this, but the reason the new method is so revolutionary is because we know that having focus and taking action are the most critical factors in any successful business. And if you've been a SOLOpreneur struggling to take action and stay focused, you already know that and it's likely caused you to question whether or not you're even cut out to run your own business. ***But the problem is, as a solopreneur, it can feel like you have to do everything yourself, doesn't it?*** You feel like you have to be everything to everyone and what's worse, there are tons of funnels and tools and technology, all these gurus out there to follow and these shiny objects that make it so that you don't even know where to start.

Having FOCUS and taking ACTION are the Most Critical Factors in ANY Successful Business

And that's why this easily overlooked SOLO method is a shortcut around all of that. It's the fastest method we've discovered to consistently add 10 to \$25,000 a month to our client's bottom line to generate five to eight hyper qualified leads every single day, which will develop a proven client acquisition system that will take your business rapidly towards a consistent multi six figures and beyond without wasting any time or money on overpriced contractors and consultants that are implementing outdated strategies and can lead you astray just as easily as they can help you. And in just a minute, I'm going to reveal to you the exact details and what makes this method so different from the usual way you've attempted to acquire clients in the past. But first I need to give you an overview of why this new SOLO method works so well. You see, rather than being stuck in a traditional method of selling, like going to networking events and doing cold calls and what's worse, being left alone to your own devices, feeling all by yourself and scrambling to implement some technology, some system, some new shiny object, and the last ditch effort to get your business off the ground.

And that's why we built this new system to be all about focus and action. By focusing on a few critical areas of your business, you'll be able to attract the right clients who are willing to pay you higher rates and they work within your workflow. So if that sounds good to you, keep watching because I'm going to show you how you can implement this new system in your business.

This new Method is all about
FOCUS and ACTION.

So let's start out with, let me explain what we call the SOLO method and why so many of our clients are getting an Aha moment when they understand this not so unique concept. So get ready to, here we go.



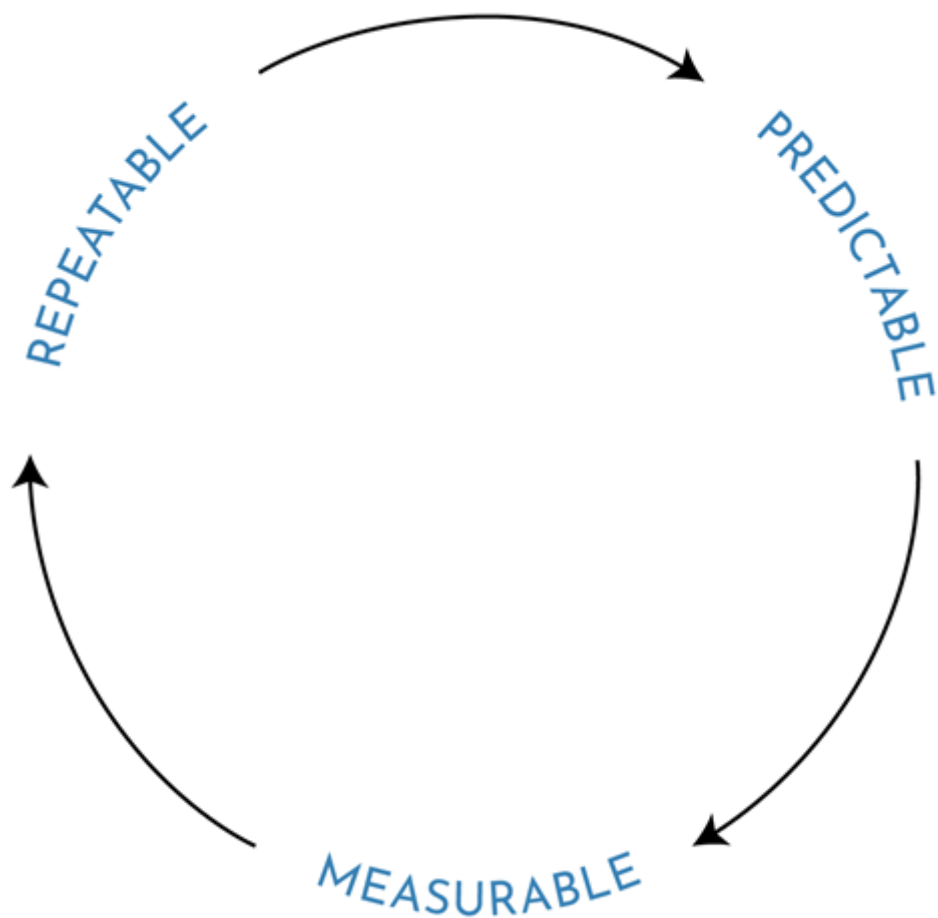
Now we can't take full credit for this. This isn't an original idea. In fact, a lot of the inspiration was provided by this book. The one thing which highlights the power of focus and critically how dysfunctional multitasking, trying to do too many tasks at once and multi hatting trying to take on too many roles in your business.



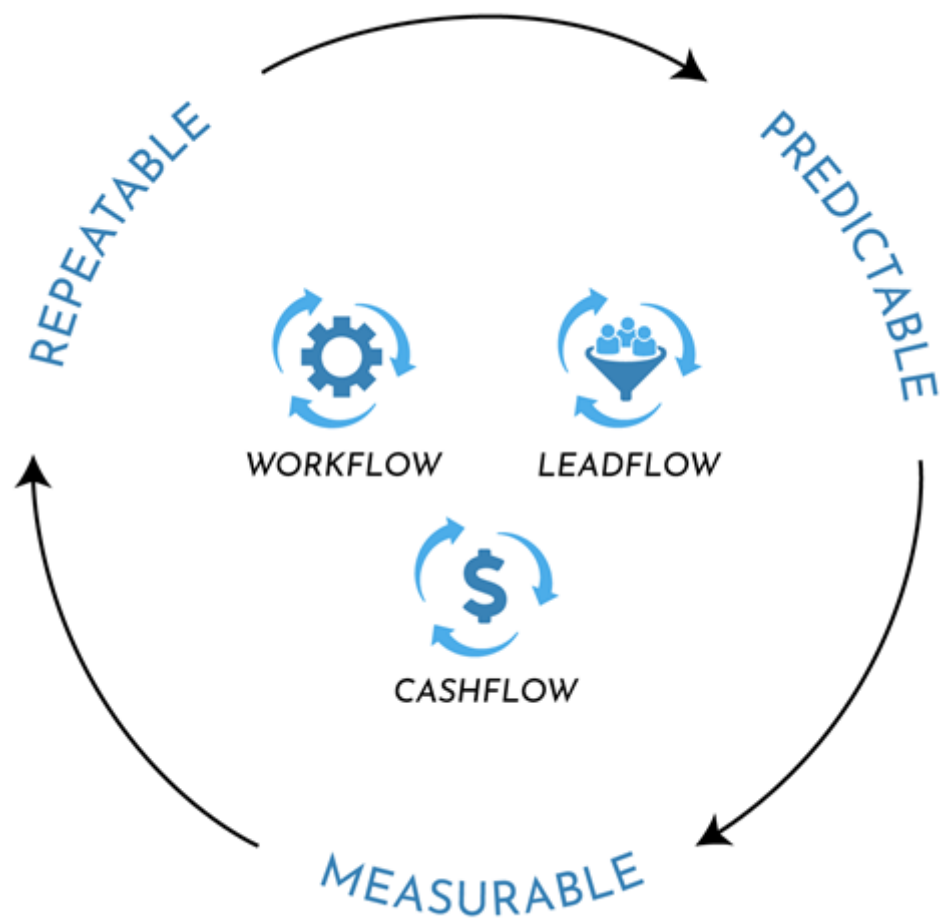
Uh, just how dysfunctional both of those things can be SOLOpreneurs think they have to do both to be successful. And we're here to tell you that's not true. Our method is grounded in the concept that you should not be doing everything in your business and you need to get crystal clear on the audience you serve and how you serve them. So you can charge premium rates while getting amazing results that your clients demand.

The SOLO method was developed around flow with the outcome being an empowered and enabled ability to achieve the business of your dreams.

Enabled means repeatable and predictable and measurable. This client acquisition system enables you to always have the ability to create your ideal flow in your business.



Now there's three flows that we talk about. Lead flow. When you need more leads, Cashflow to keep the engine running and Workflow to maintain your sanity and your happiness, your family will thank you for this.



Now we accomplish all this with focus. So what is focus? Focus has been described as “Following One Course Until Successful” with an underscore on the word one. And so we’ve simplified the course following one course to a selection of three business areas with one course each.

F.O.C.U.S.

Follow. **ONE.** ***COURSE.***
Until. Successful.

The first one is the **SOLO Market** and this is your ONE perfect audience.

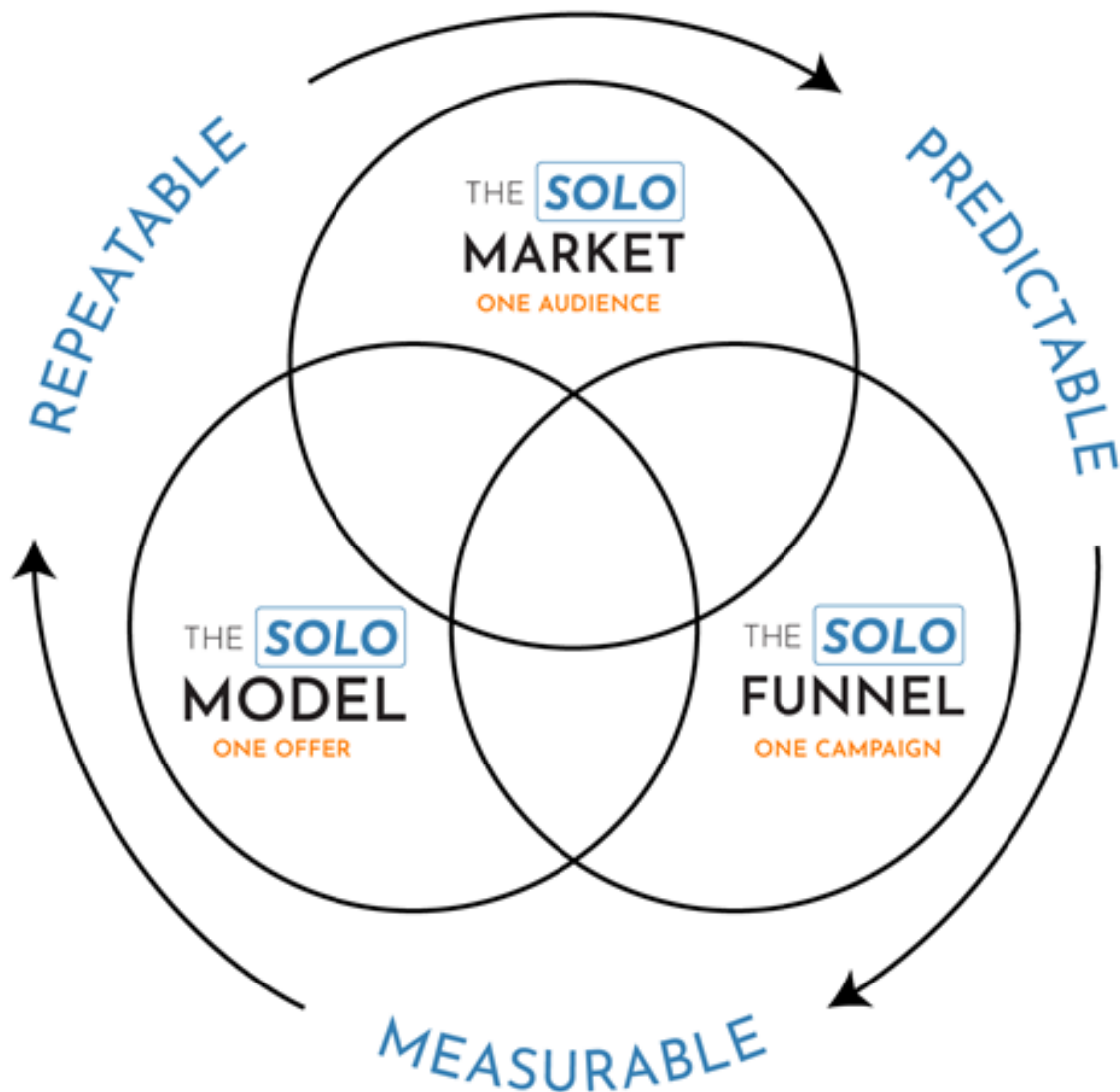


THE **SOLO**
MARKET
ONE AUDIENCE

Next is the **SOLO Funnel**. This is your ONE perfect campaign and finally we have the **SOLO Model**. Defining your ONE perfect offer.



These SOLO pillars come together in a very profound way that enables the flow in your SOLOpro business **workflow, lead flow, and cash flow**. The results are what we call the **MVP effect**.



THE **SOLO**
MARKET

ONE AUDIENCE



WORKFLOW



LEADFLOW



CASHFLOW

THE **SOLO**
MODEL

ONE OFFER

THE **SOLO**
FUNNEL

ONE CAMPAIGN

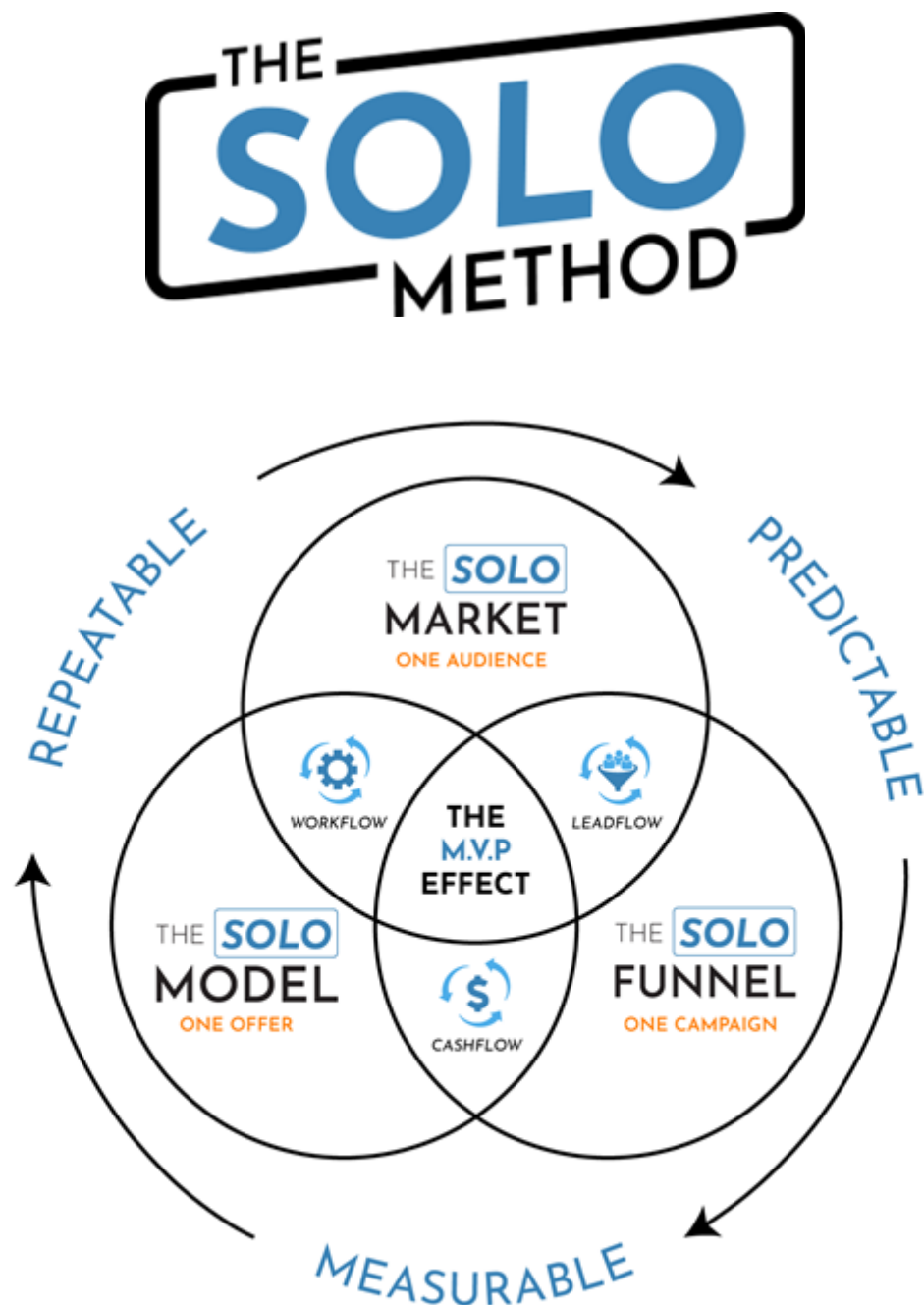
ONE AUDIENCE

This is the ability to turn your most valuable prospects (MVP) into raving clients who are aligned with your business and your personal vision and mission.



THE M.V.P EFFECT

The **MVP effect** of the SOLO method will empower you to build a business and a personal life that are in alignment, one that serves your clients at the highest level and creates consistent, scalable revenue in your business and for your life.



STEP 1 - Define Your ONE Audience

- Get Laser Focused on ONE Specific Audience
 - Build an Avatar of common traits
 - Familiarize like the back of your hand
- Consider also who you want to work with



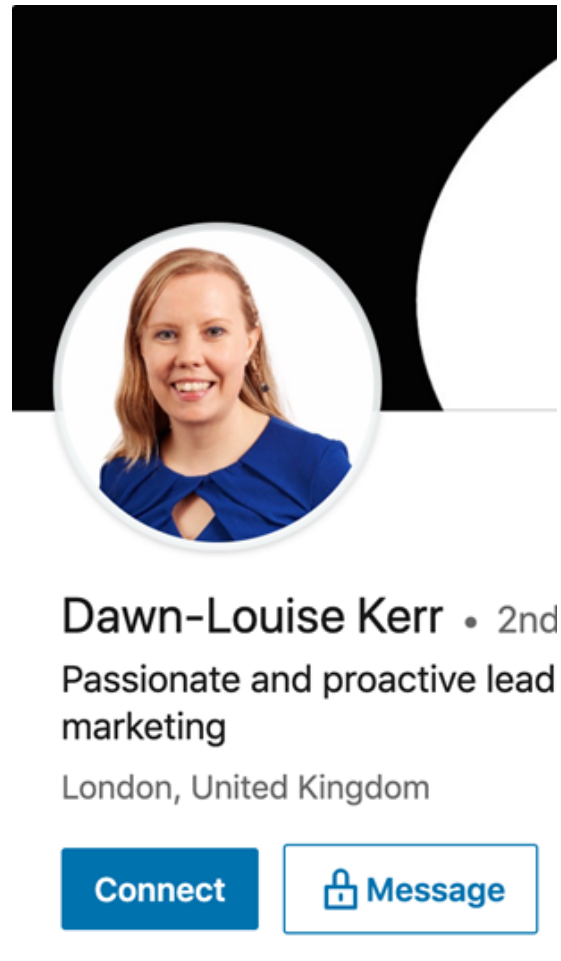
When you do this right:

- Make a massive impact with prospects who feel you are speaking directly to them.
- Become ultra relevant and able to provide amazing result for your clients

So **STEP ONE** is all about getting laser targeted on a specific audience that you can best serve. And just as importantly about who you want to work with. By getting crystal clear on your ONE audience, you can craft all of your messaging with the intent of fully serving that audience. You know that feeling when you're listening to a speaker on stage and you feel like they're speaking directly to you. This person just gets me. Well, you can create this effect with your prospects as well, but you can't do it by being a generalist that says they can solve everyone's problem anywhere in the world and you can't do this if you don't know your audience better than you know yourself. When you do this right, you will make a massive impact with your prospects who feel you are speaking directly to them and you'll become ultra relevant to them and become able to provide amazing results to your clients time after time.

Client In the Digital Marketing Space

- Refined Messaging to focus 1 Type of Customer from 4
- Dawn made her money back in 6 weeks turning 4 Leads into 2 Clients.
- Normal Sales Cycle was 6 Months improved 500%



For example, a client of ours who we worked with in the digital marketing space came to us with an idea of who she believed her perfect client was. We took her through our process, refined our messaging to focus on one type of customer instead of four and she was able to turn four hot leads into two new clients which paid for our investment in just six weeks. Her normal sales cycle used to be six months and with our laser targeting she improved that by 500% in a very short amount of time.

Do you want us to personally help you define your SOLO market, your ONE audience? Then keep watching because I'm going to explain more about this incredible opportunity to hop on the phone with us here at the Expert Selling Agency so you can see what working with us would look like and feel like for you and your business.

STEP 2 - Setup Your ONE Campaign



- Setup an Appointment Campaign
 - Capture a Calendar Booking
 - Capture Prospect Info In Advance
- Setup Confirmation to ensure Attendance and Deliver “MVP” content

When you do this right:

- Fill up your sales pipeline with your Most Valuable Prospects (MVP) so that they close more quickly.
- Pre-Sell with your Massive Value Piece of Content so that they KNOW how you can help.

Okay, so once we get your ONE audience dialed in, what we do next is set up your ONE campaign, which is your **SOLO Funnel**. By the way, this technique is far outperforming anything we’ve ever seen before and it’s super easy to implement and it gives you very quick wins right out of the gate. What we’re doing here is setting up an appointment campaign to convert your prospects into a booking in your calendar system, a calendar system full of qualified sales calls.

There is no super complicated webinar or upsell or down sell sequence or technology required, which is what our clients love so much about this approach. It’s ultra simple. When you do this right, what ends up happening is your calendar fills up with higher quality prospects that are interested in learning more about you so that you can solve their challenges that they are facing in their business and they show up ready to buy because they already understand the value that you can provide them.

Want us to
DO ALL OF THIS FOR YOU?

Then fill out the application on
this page to get your
SOLO Funnel dialed in...

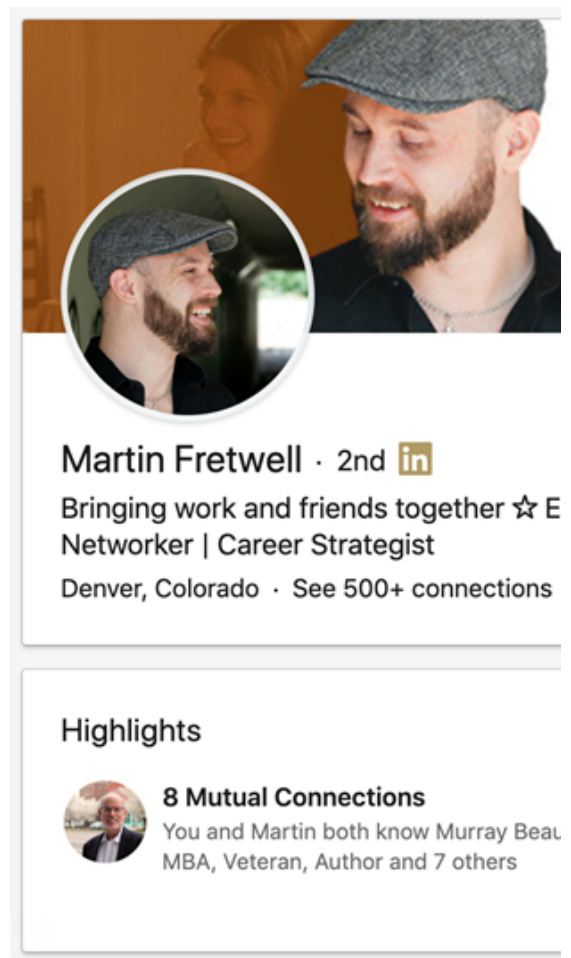
**CLICK HERE TO
APPLY NOW**

Now if you want us to do all of this for you, then fill out the application on this [page](#) and we'll see if we're a good fit to work together because when we work with our clients one on one, we set up all of this for you. We define your audience, we build your appointment campaign. All you have to do is provide inspiration for the content. Some of the videos we'll use on your pages and then you hop on the phone with pre qualified leads who are looking for what you have to offer and see if they are a good fit for you. Because in full transparency, when we're able to work with clients directly like we're offering here and that's when we have the most success with this method.

For example, a client of ours who was producing events came to us because he was needing a better way to get sponsors and attendees for his events. In the past, he had relied on spammy, cold email outreach and just wasn't working and internally created zero consistency in his business revenue. In the first few months of working together, he was able to double his monthly revenue from 20,000 to \$40,000 and he even sold out two of his events in six months in advance and he had never done this before.

Our Client in the Event Production Industry

- Needed a Better Way to Get Leads
- In The Past Relied on Spammy Cold Mail Outreach with NO CONSISTENCY
- Doubled Revenue From 20 K to 40K / Month
- Sold Out Events 6 Months in Advanced



STEP 3 - Define Your ONE Offer

- Define Your MODEL and Develop a Program
 - Which will be the Constant in SOLO OFFER
 - Develop a Method to Differentiate and Charge a Premium Price
- Create a SINGLE Offer Focused on RESULTS

THE
SOLO
MODEL
ONE OFFER

When you do this right:

- Attract the kind of clients you actually want to work with resulting in Massive Value Potential.
- Create an “All-Access” / Multiple Price Points which can attract Clients of varying financial ability

All right. After we help our clients define their ONE audience and build their ONE campaign, finally we helped them to find the SOLO model or their ONE offer by understanding the special program or the customer's journey, which is to say the experience your customer goes through when they become your client. The problem we're solving, which you might be able to relate to, is that many of our clients don't have a clear offer defined and therefore they end up confusing their prospect when it comes time to pitching them their service or their offer.

THE **SOLO** MODEL

ONE OFFER

By defining a clear offer that focuses on providing results for the prospects. Our clients are able to more clearly and confidently sell and

the beautiful part about crafting ONE perfect offer that your audience needs is that you end up attracting the kind of clients that you actually want to work with, ones that will pay you top dollar for your expertise and in turn you'll they'll receive massive value from you. This effect is even further amplified when you can successfully develop a proprietary method or the secret sauce part of your program. When you do this right, you will attract the kinds of clients that you actually want to work with and you'll end up with a model and an offer that creates what we call an all access pass, which is essentially multiple price points that you can attract three times as many clients of varying financial abilities without tripling your workload or confusing your audience.

Here's a quick example of the results you can get from this step. Chad is a client of ours in the product management space and we helped him refine his methodology. In addition, we built him a guide, which is essentially an offer that more clearly resonated with his ideal customer. The result was an outreach strategy that got Chad on the phone with those perfect clients that resulted in landing three new clients in just two days out of only three leads, 100% close rate resulting in \$41,000 win that you can see on our WINS page

[CLICK HERE TO
SEE OUR WINS](#)

Student In the Product Management Consulting

- Helped him refine his methodology and build an offer that more clearly resonated with his ideal customer
- Landed 3 clients in 2 days
- 3 for 3 on Closing Major Sales
- 41k Revenue Total



High Performance Product & Management



Chad McAllister, PhD •
Host of The Everyday Innovator
Leaders and their teams make
Greater Denver Area

[Connect](#) [Message](#)

Okay, so real quick, let's go over that process we'll use to help you out from step one to three. So in step one we help you develop your SOLO market by getting laser focused on one specific audience. And then in step two we'll help you craft the SOLO funnel by setting up an appointment campaign to fill your sales pipeline. This works very fast, which is why we call it quick wins. So be ready for sales. Then instead of three, we'll help you define your SOLO model with an irresistible offer that will get you top dollar amazing people you want to work with and deliver them amazing results.

How We'll Help You Recap

- **Step 1** – We help you develop your SOLO Market by getting laser focused on 1 Specific Audience
- **Step 2** – We help you craft SOLO Funnel by setting up an Appointment Campaign to fill your sales pipeline.
- **Step 3** – We help you define your SOLO Model with an irresistible offer that will get you top dollar, amazing people you want to work with and deliver your clients results.

Plus we even Address all of
your **TECH, TEAM and TIME**
needs **FOR YOU!**

Plus we even address all of your tech team and time needs for you.

What we call the “Three T’s” are the management resources you’ll need as a SOLOpro. Again, you can see all of our client wins on our wins page, plain and simple. **WHAT WE DO WORKS.**

**CLICK HERE TO
SEE OUR WINS**

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How We'll Help You Recap

- **Step 1** – We help you develop your SOLO Market by getting laser focused on 1 Specific Audience
- **Step 2** – We help you craft SOLO Funnel by setting up an Appointment Campaign to fill your sales pipeline.
- **Step 3** – We help you define your SOLO Model with an irresistible offer that will get you top dollar, amazing people you want to work with and deliver your clients results.

So if you want to stop wasting time and money trying to do it all yourself, then surround yourself with a team of mentors who can provide you with timely support and isolate the simplest tech systems that you might need along with a proven strategy and most important the focus and the action it takes to succeed or else...



you'll stay stuck like overwhelm Owen here who used to be surrounded by infinite amounts of information, massive question marks and certainty and ultimately leading to anxiety and analysis paralysis.



Wouldn't you rather have us build
& launch one of these PROVEN
SOLO Method based
"Client Acquisition Systems"
FOR YOU!

...in 90 days or less...

... so you can consistently speak to high quality leads every day who are pre-framed & ready to buy...

... and add an extra \$10-25k /
month to your SOLOpro Business.

To get started

BOOK A CALL WITH US TODAY

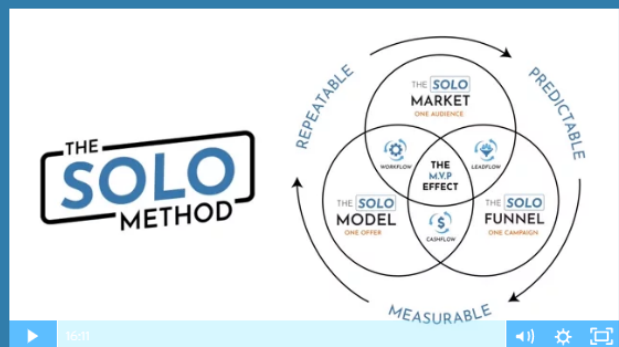
by filling out the application on this
page to speak with someone on
our team.

**CLICK HERE TO
WATCH THE VIDEO**

WANT US TO BUILD A CLIENT ACQUISITION MACHINE FOR YOU?

If you said YES! We want to hand deliver you
5-8 qualified leads per day using our
repeatable, predictable and measurable
method that will bring you in an extra \$10-
25k/month in new revenue!

☒ **Apply To Work With Us**



Watch this short 16 min video to learn how our new SOLO
METHOD will massively grow your SOLOpreneur business

And if you decide to work with us, we will personally craft a SOLO market, one laser focused audience for precision targeting. We'll develop your SOLO funnel, the one simple appointment campaign for quick wins and we define your SOLO model, one irresistible offer for the perfect eager client. And of course we're going to set up your team tech and time support system, a system that is game changing and it's not offered anywhere else.

When You Work with Us We Will:

- **We craft your SOLO Market** – ONE laser Focused Audience for Precision Targeting
- **We develop you SOLO Funnel** – ONE Simple Appointment Campaign for Quick Wins
- **We define your SOLO Model** – ONE Irresistible Offer for the Perfect Eager Clients
- Setup Your Team, Tech and Time Support System
- **And get you 5-8 hyper qualified leads every single day through our Proven 6-7 Figure Client Acquisition Machine – The Expert Selling Machine**

Believe me, I've been working on this with Trevor
for a long time.

IT'S AMAZING. YOU'RE GONNA LOVE IT.

And what you're going to love even more is
getting five to **eight hyper qualified leads**
every single day through our proven six to
seven figure client acquisition machine, the
Expert Selling Machine.

WARNING

LIMITED SPOTS AVAILABLE

But let me warn you, this is a very hot offer and it's super limited because we can only take on so many clients at a time. We're committed to providing massive value, which means fewer clients.

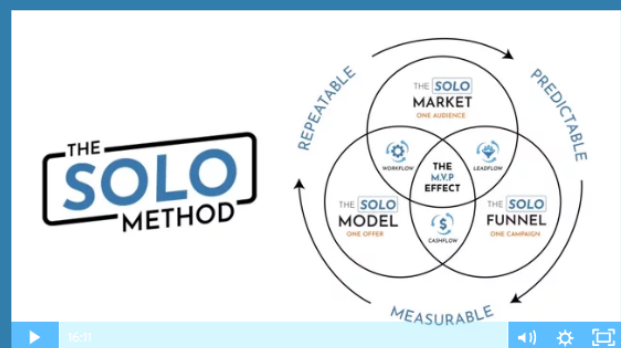
So if you're seeing this video right now, that means there's spots still open.

So one last time, if you want us to build, launch and optimize this client acquisition system for you so that you can add an extra 10 to \$25,000 per month to your bottom line, then fill out the application on this page and we'll look forward to seeing your wins with the incredible results you've gotten from working with us.

WANT US TO BUILD A CLIENT ACQUISITION MACHINE FOR YOU?

If you said YES! We want to hand deliver you 5-8 qualified leads per day using our repeatable, predictable and measurable method that will bring you in an extra \$10-25k/month in new revenue!

☒ **Apply To Work With Us**



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