

## Case Study: 2 New Recruits In One Day

### The Problem

Liz is a financial representative for a large firm, and she was struggling to not only close new business but even to get meetings on the calendar. She was following the system that most of her team members were using, but she wasn't seeing the results that she needed. Her goal was to get to a point where her business was her only source of income, but **HOW** was she going to do that without consistent appointments bringing in new business (clients/recruits)?

She had very few, **if any**, new meetings each month, and was nowhere close to the goals she was trying to reach. Liz needed to figure out a solution, which is when she made the decision to become a Done-With-You service client to help her finally fill her calendar with **qualified appointments** every week.

### The Solution

In just 5 months of working together, Liz has received **667 responses** from target prospects, made **1,009 new 1st-Degree connections** on LinkedIn, and this has led to her having **over 30 qualified meetings per month**.



667 responses

In the last 60 days, she has seen her efforts compound where she has received **478 new 1st degree connections** and **311 responses**. Liz has been patient and focused on learning the process, which happens in 3 stages:

1. Sending out daily connection requests and messages.
2. Set up weekly meetings with prospects from LinkedIn conversations.
  - . Setting meetings over LinkedIn messages was not something that Liz had much experience with so she had to learn **what to say** and **how to say it**.
3. Begin closing new business and recruits.
  - . Closing new business didn't happen immediately, but Liz understood that the time and effort she put in would bring the results she was looking for.

As Liz said, *"It has forced me to learn people. I've been able to identify my flaws or objections better to be able to answer objections. I still need more growing but feel more confident in what and how I'm speaking to people with your services"*

**If you're interested in increasing your results from online prospecting like Liz, [click here](#) to get started!**

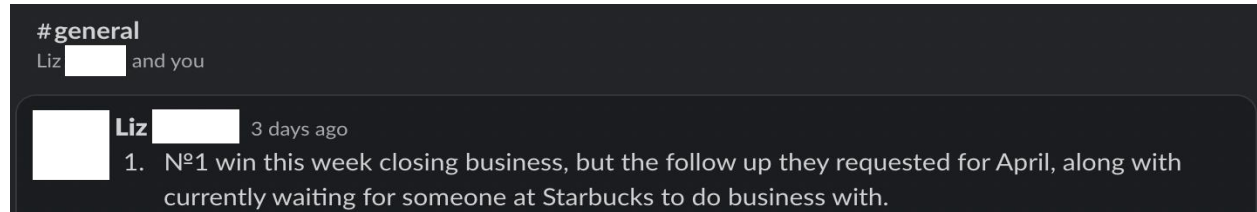
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## Client Results Screenshots:

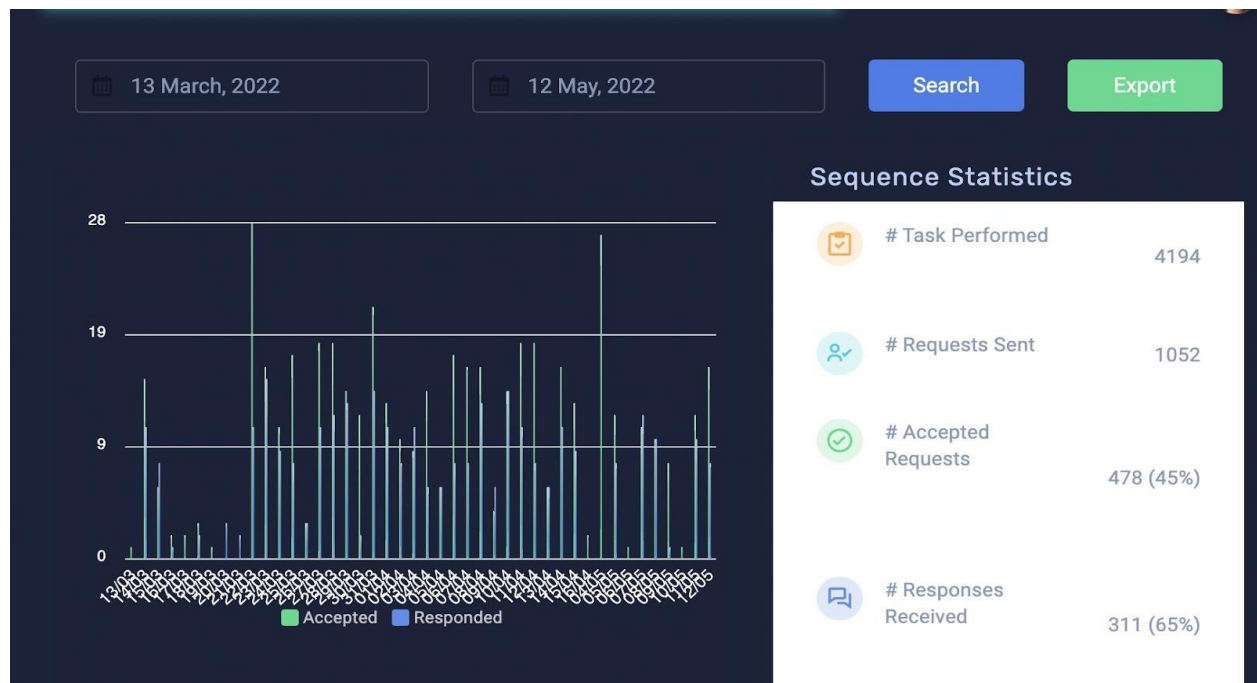
### 2 new recruits in 1 day for Liz



### Closing new business



### Liz's prospecting performance



## The ONE Attribute We NEED From All Clients

Liz knew this service would create results for her and she had the **ONE** key attribute that we require of all clients: **coachability**. Online prospecting takes time to learn and the clients that succeed are the ones that put in the work and effort to learn the skill.

If you're willing to learn and put in the effort, your business will see massive growth from online prospecting. To summarize, if you expect the process to be easy, this service is **NOT** for you.