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TOOLS & TEMPLATES:

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| <input checked="" type="checkbox"/> | The Client Sourcing Process™ |
| <input checked="" type="checkbox"/> | LinkedIn Profile Template |
| <input checked="" type="checkbox"/> | LinkedIn Search Query of 200,000+ Leads |
| <input checked="" type="checkbox"/> | 3 LinkedIn Message Samples |
| <input checked="" type="checkbox"/> | LinkedIn Connect-Rate Benchmark |
| <input checked="" type="checkbox"/> | LinkedIn Reply-Rate Benchmark |
| <input checked="" type="checkbox"/> | Prospect Scoring System |
| <input checked="" type="checkbox"/> | E-Mail Offer Template |
| <input checked="" type="checkbox"/> | E-Mail Open-Rate Benchmark |
| <input checked="" type="checkbox"/> | E-Mail Campaign Plan Template |
| <input checked="" type="checkbox"/> | 9 Questions to Qualify a Prospect |
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| <input checked="" type="checkbox"/> | 5 Questions to Close The Sale |
| <input checked="" type="checkbox"/> | The 'Break-it-Down' Close Technique |