



The **Contact List Builder** is one of the **BEST online resources** available today. Not only does it provide you with the tools to create a never-ending stream of unique, responsive prospects, it also helps you to train your associates to do the same - **Effortlessly**.

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Special Report – How to Utilize Web Conferencing to Attract More Prospects and Close More Business

Learn the secrets to using your Web conferencing technology to attract more prospects, close more business while at the same time, expanding your market and saving you money!

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Hello and Welcome

My name is Janet Legere. I am the author of the highly acclaimed 'Contact List Builder' ebook. I like to think of myself as a Business and People Connector, it's what I do and who I am. My field of expertise is showing you how to use the Internet to connect with real people and create powerful business relations online.

Through my popular eCourses, I literally take you by the hand and show you simple steps to setup your very own prospecting system, designed to suit your skills, your time and your business.

It really is as simple as I say it is.

"If a person does nothing more than do what Janet shows them how to do ~ read, cut and paste and customize the letters provided in CLB ~ they will succeed using the internet to build their business." David Johnson

In this report, I'll explain how to best use Web Conferencing facilities to enhance your business, expand your market while saving you money.

Fine tune your thinking and read on. You may be in for a few surprises.

Enjoy the journey.

Regards,



Janet Legere

[The Contact List Builder](#)

Coaching Leaders in Business Online Since 1999

Introduction

Web Conferencing ... a hot topic these days, however, few people know how to take advantage of this technology and they don't realize the power that is available to them.

With the introduction of conferencing technology, we can now communicate with individuals or groups without the cost of a long distance call.

While Web Conferencing has been available for over 5 years, it's still relatively new to the market. There can be a long learning curve because it's a new way to do business.

We've become so accustomed to the telephone and conference calls that we miss out on the benefits this new technology can afford us.

With Web Conferencing technology you can:

- Offer training for your downline
- Hold opportunity calls for groups from around the globe
- Meet with individuals for prospecting
- Meet with new team members for personal training
- Offer live support to your business clients
- Offer product training for your clients and potential clients

There are many uses for Web Conferencing and you will soon see how simple the process can be to invite your prospects to meet with you in your own Web Conference room.

With costs coming down, it's now more affordable than ever to use your own conferencing solution and add an additional income stream to your portfolio.

Let's get started shall we

Conferencing Solutions

There are many conferencing solutions available today, all work well, it's best to choose the system that you can afford with the features you will use.

My top choice for Web Conferencing is:

[Hot Conference](#) – Affordable peer to peer Conferencing – direct access – income opportunity

1. Up to **5** conference rooms with unlimited seats for one low monthly price;
2. Talk for absolutely free with anyone in the world;
3. Talk in **crystal-clear telephone quality** with hundreds, and even thousands for one low monthly price;
4. Enjoy flat-rate monthly pricing for unlimited use.

Review the current \$1 promotion [here](#); Monthly rates are \$29.95 per month for one room or \$44.95 per month or 5 rooms, all with unlimited seating.

HOT PROMOTION - Limited Offer

Purchase your own Hot Conference package (1 room or 5 room packages) and I'll include a **branded copy** of this special report absolutely **FREE!** (**\$27.00 Value** - some restrictions apply).

[Click here to purchase NOW](#)

Let's Begin With Prospects

With your new Web Conference room in hand, you now need contacts to invite to your new room. We'll discuss a few ideas here.

1. **Create a stream of responsive contacts using FFA lists** (Free For Alls)

Through the Contact List Builder, I teach a unique method to turn FFA leads into responsive prospects by using a simple invitation email. As a pro member of an FFA list, you collect all the email addresses of the individuals who post their links to FFA lists.

Rather than send your promotional email, as is commonly done, I recommend sending an invitation to connect. Invite the reader to request to be added to your personal business contact list and offer them a special gift for subscribing. It's simple and effective.

For more details on using FFA lists, download the [Contact List Builder](#) free ebook and review Chapter 5.

2. **Use lead capture pages with Traffic exchange programs**

It is a common practice to add your Opportunity url to traffic exchange start pages. However, rather than use your Opportunity link, use a lead capture page (now commonly referred to as a 'squeeze page') instead and watch what happens.

Traffic exchanges work most effectively with Lead Capture or 'Squeeze' pages. A lead capture page is simply a web page that captures your visitor's information. Some lead capture pages take survey information others simply request the Name, email address and phone number of the visitor.

This information is then sent to you in an email for follow-up.

Examples of Lead Capture or 'Squeeze' Pages:

- **The Contact List Builder eBook**
 - <http://www.contactlistbuilder.com/affiliate/download.asp>
- **Magic Subscriber**
 - <http://www.income-opportunities.com/cgi-bin/freesoftware.cgi/202/>
- **CLB Special Free Report** – uses the Magic Subscriber Script to capture leads without a form
 - <http://www.contactlistbuilder.com/report>
- **Commission Spyder**
 - <http://www.income-opportunities.com/cgi-bin/info.cgi/202/>
- **iMediaTools**
 - <http://imediatools.com/members/landingpage.cgi?sykaro>

Your main business most likely offers some type of Lead Capture system. Check the member's area of your program, or feel welcome to join any of the low cost programs above and use the lead capture pages provided.

3. Purchase Optin Leads

There are many programs available today that sell Optin leads. Not all offer good leads. A good percentage resell the lead lists.

There are many reputable firms online, if you are using a company for the first time, start with a small test package and test the leads.

[Oppseeker Leads](#) – Auto-responder leads starting at just \$25 for 15,000 leads. They also offer phone leads and surveyed leads at very reasonable cost. You can join as an affiliate and earn leads or cash. Owner is very responsive to requests, leads are great!

Through the Contact List Builder, I offer an eCourse on how to verify the Oppseeker Auto-responder leads to create responsive contacts eager to hear about your business.

Communicating With Your Prospects

“I have contacts, now what?”

In this chapter we will walk you through a typical conversation with a new prospect.

We will start from the point that you have already sent out your first email - the one that thanks them for connecting (you'll find it listed below).

Your goal now is to get your contacts to connect with YOU! We will share some actual scenarios and show you how it “can” be done. A word of caution - ***you are not me*** - these emails and conversations we will be using as samples - come from me.

You will find, as we move along, that you will find your own way. Please, use what is here simply as a guide. You need to ***put the “you” into your work.***

First Contact

Your first email that you send to your new contact contains a link for them to click to “meet” with you. The subject we use is “LETS MEET”

SUBJECT: Thanks **NAME**, Re: PLEASE_CONTACT_ME

Hi there **NAME!**

I'm so excited that you decided to contact me.

My name is **Your Name**, I live in **YourTown, YourState** and I have been working online for **X Years** now.

I've taken the liberty of adding you to my contact list and am including my contact information below. I welcome you to add me to your favourite messenger.

I'd like to arrange to meet with you so that we can discuss ideas and possibly look at collaborating together. Please let me know what day and time are best. Just send me your best times to:
mailto:**yourid@youreemail.com**?subject=LETS_MEET

I look forward to meeting you! Let's Talk soon,

Your Name
Your Company
Your Website

Contact Info:

Phone: **Your Phone Number**
email: **Your Email Address**
Yahoo: **Your Messenger ID**

If you have changed your mind and do not wish to be on my Personal contact list, please reply with Remove_Contact in the subject. Please be sure to include the address that is subscribed to my contact list. Thank you.

NOTE: You may add other messenger ids as well as any online communication service you might use such as Skype, etc.

Here are real samples of emails I received from new contacts. The names and information in the emails have been changed. This first email, received from Sam, is quite common and shows that the majority of people online have NO idea this technology exists!

Reply from "Sam":

Hi Janet, Ok would love to meet when is a little hard right now, This coming Saturday I am going to a company meeting in Allentown. PA. If you would like to meet there its fine I will reserve you a spot. just RSVP me and its done. Did you get a chance to look over our guaranteed savings program? we help people save on their gasoline everyday!

If you can't make it down this Saturday maybe we could meet in the new year.

I am In NYC, I travel all the Time to Atlanta, Los Angeles and Pittsburgh. PA so we need to keep in touch if we are to network together.

Sincerely

Sam Smith

Get Paid to Shop Online
Save 21% on gasoline
<http://www.samsurl.com>

Here is my response to Sam:

Hi Sam,

Thank you SO much for writing - I'd LOVE to meet in you Allentown, unfortunately, that's a bit far from Calgary. Sam, when I asked you to meet with me, I meant in our online Conference room at:

<http://www.contactlistbuilder.com/conference/>

Please let me know what day and time work best for you and I'll do my best to be there to meet you. We are there, Monday to Friday. I'm including my contact info, below, Sam and welcome you to add me to your favourite messenger. Let's get connected in real time, real soon!

Looking forward to meeting you,

Janet Legere
The Contact List Builder
Coaching Leaders in Business Online Since 1999

Phone: 1-403-274-2930
Yahoo: janetlegere
MSN: sykaro@hotmail.com

As I have yet to hear from Sam, my next email will look something like this.

Hi Sam,

Janet Legere here from The Contact List Builder, remember me? We talked about meeting and I was wondering when you are available? I'd love to hear more about your program and look forward to meeting you soon.

I'll be watching for you to connect! Stop by our live online conference room at

<http://www.contactlistbuilder.com/conference>

or use my messenger id's below and add me to your favourite. The sooner we get connected the better!

Talk soon!

Janet Legere
The Contact List Builder
Coaching Leaders in Business Online Since 1999

Phone: 1-403-274-2930
Yahoo: janetlegere
MSN: sykaro@hotmail.com

Sam is now on my personal contact list and will receive occasional emails from me, personalized with his information, but sent to my entire list. Let's continue with a couple more examples of responses to the first reply (LET'S_MEET)

Here is a reply from Christina, again showing the fact that we have a lot of people to show this product to!

Are you driving from Calgary, or will I be flying?
Sure let's discuss some practical ideas of Web Commerce!

Christinas

Bargains, Services, Free Stuff
<http://www.url.biz/?420380>
<http://url.website.com>
<http://url.websote.com>
<http://url.website.com>

I replied to Christina in a similar fashion as Sam:

Hi Christina,

It's GREAT to hear from you, been a while! Hey Christina, let me know what time to pick you up at the airport! :-)

All kidding aside, Christina, when are you available to meet? I'd love to get together and talk about what you're involved in and see how we can help each other. Just drop me a note to let me know when you can stop by our conference room at <http://www.contactlistbuilder.com/conference/>

I'm also including my messenger id's and welcome you to add me to your favourite.

Let's get connected,

Janet Legere
The Contact List Builder
Coaching Leaders in Business Online Since 1999

Phone: 1-403-274-2930
Yahoo: janetlegere
MSN: sykaro@hotmail.com

So you can see how this is similar only different. ***Put your own personality into your writing!***

I'm working 6 days a week until dec14/02. We'll have to try and arrange something then. Thank you.
<http://barrycol.url.com>
of for more info, send an email to
myname@emailautoresponder.com

OH BOY ... where is the focus? Ok ... so this is a bit tricky but not insurmountable and worth at least ONE response ;-)

Hi Barry,

Wow, that's a lot of information to digest, however do you keep track? Barry, I have a great idea, why don't we get together online and we can talk about your programs and how effective your advertising is working for you.

What time is best for you? We can meet online in our Conference room at <http://www.contactlistbuilder.com/conference/> or begin by connecting via messenger, my info is below.

Either way, let's get connected soon!

Janet Legere
The Contact List Builder
Coaching Leaders in Business Online Since 1999

Phone: 1-403-274-2930
Yahoo: janetlegere
MSN: sykaro@hotmail.com

And here is ONE more ...

I would like to, but I live in Hungary, Europe!

Try these:
1IDNUMBERacct1@gmtautoresponder.com

Within 40 days I got over 4000 hits and 8 signups! My earnings show 99\$. Really! No Bull, no lies, we do it all for you at:
<http://www.url.com/affiliates/t.php?rid=828>

<http://www.url.com/cgi-bin/bigmoney/in.cgi?istabos>

Accept Credit Cards within minutes for a low one-time fee and instant set up:

<http://www.url/cgi-bin/aff.2c?affid=45269>

<http://www.url.com/cgi-bin/aff.2c?affid=45269>

<http://www.url.com/free/6292101abo> Unlimited FREE Business Opportunity Leads - GUARANTEED

A simple response might be:

Hi,

Hungary, wow, I'd love to visit there one day. But for now, we can meet ONLINE, in our conference room - without any long distance charges at:

<http://www.contactlistbuilder.com/conference>.

Just let me know what day and time work for you. I live in Calgary, Alberta, Canada and we are GMT-7.

I look forward to connecting!

Janet Legere
The Contact List Builder
Coaching Leaders in Business Online Since 1999

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Yahoo: janetlegere
MSN: sykaro@hotmail.com

Ok, you get the general idea! You will receive all manner of replies - you can view EACH one as an *opportunity to help, to make a difference!*

I'm certain you caught the common theme, invite them to your Web Conference room to talk with you about their programs, their internet concerns, or to share what's working for them!

OK .. so now that we have our contact list started, what next?

Now comes the fun part ... now is the time you get to practice your writing skills. You get to share with your new personal contacts .. information about YOU.

You will begin to share valuable resources with them .. not opportunities .. resources! Business related articles, statistics, news items, or something motivational that touched you ... share it. If you receive something of value or read something of value, do you not think that others might find it valuable as well? They will appreciate the information and begin to get to "know" you.

You will find that people will respond once you find their interest. So the more you share that is of value the more likely it will be that your contacts will respond.

And every time you find a special resource to share, be sure to invite them to meet you in your Web Conference room to discuss it!

Some points to bear in mind

- Don't email too often, once a week or so unless something comes across your desk that just can't wait, that's always an exciting time to email your contacts.
- Invite them to your Web Conference room
- Make it personal. Be yourself. Be honest. Don't hype ... just tell it like it is.
- Invite them to your Web Conference room
- Ask questions, get to know your new contacts.
- Invite them to your Web Conference room
- When they DO respond to you, read their emails. REALLY read them. See what you can learn about the person behind the email.
- Invite them to your Web Conference room

Find out what they need, once you know their needs you have an "in" to show them how to fulfill those needs with their own Web Conference room!

Your goal is to build relationships .. find leaders .. find prospects .. find people who want to work with you .. like-minded people working together to a common Goal!

Does it get any better than that!! Talk to your contacts - treat them like real people, after all ... they ARE!

Ok ... now we've talked about how to Invite them to your Web Conference room, now we need to talk about what to do now that they ARE in your Web Conference room.

Let's walk through a "typical" conversation with a new guest ...

Meeting a Guest in Your Web Conference Room

"I have a guest in my Web Conference room"

At last, your hard work is paying off. Guests are coming to visit you in your Web Conference room, now what do you do? In this chapter I will walk you through a "typical" conversation that I have in our conference room. You will see where it is simple to "adapt" this conversation depending on the client.

We begin with notice that someone is in your room. You open your room and notice a guest. Your guest's name shows as John Smith.

"Welcome John, how are you today?"

Pause ... wait at least 10 seconds. If the guest does not respond,

"Do you have a microphone, John? If you do, please feel welcome to press and hold the XXXX key and say hello. May I ask your first name and where you are from?"

You see a sign indicating that your guest is trying to talk but you are not hearing a sound.

"John, I was unable to hear you. Can you hear me? If you can, please type - yes - in the text chat area - the green box you see in front."

Wait for the guest to respond...

"Thank you, John, welcome. I'm really glad you could join us here today. How are you?"

John types in *"I'm fine and you?"*

"I'm great John, thanks for asking. John, may I ask how you found us here? Who referred you to this room?"

John replies *"I got an email"*.

"May I ask from whom?"

"It said 'janet' .. is that you?"

"Yes .. that's me, John, nice to meet you! Where are you from John?"

"Florida"

"That's great! I'm in Calgary, Alberta and I'm sure glad you decided to visit us. Are you involved in an online business?"

John responds *"Yes I am, quite a few actually"*

"That's great John, do you mind sharing one of your url's with me? Just type it in the text chat"

John types his url in. You copy the url and "push" his site up. You can almost FEEL the awe.

John types in the text .. *" wow .. how did you do that?"*

"That is our "push-page" technology, pretty neat, isn't it? This is a nice site, John, I'm familiar with this program. How is it working for you?"

John types *"pretty good"*

"How long have to been involved in business online John?"

"About 6 months".

"How do you communicate with your prospects and members, John?"

John types *"email, messenger and phone"*

"I bet you can see how effective this technology could be for your business, John! Would you like to spend a moment and see if we can get your microphone working?"

"sure" John says

"Great, ok" – You proceed to help your prospect with their microphone

"Hi, can you hear me", you hear coming from your computer! Success, John has sound!

"Hi John - that is GREAT! I'm so glad we got your sound working!"

"This is really a neat tool," John says

"Yes, I have to tell you John, I would be lost without ours. We use our room, not just to meet with prospects, but to have our Management and Leader meetings as well, we use our room to "Master Mind".

"John, did you have any questions about our Technology? I'd like to share with you some of the features that you see here in this room and let you know about our other facilities, do you have a few moments?"

"Sure", John replies "I'd love to see what you have!"

"Ok, Great, John, well .. let's start with the features of ... " You continue on with your presentation of your Web Conference room and the business opportunity available with it.

"John, did you have any questions so far, or anything I can show you? I believe every internet marketer needs a room like this - wouldn't you agree?"

"Yes, this is pretty neat. What does it cost?"

"I'm glad you asked John ..." You will continue to chat about the costs of the technology and discuss the options available as a reseller and the potential to earn a handsome additional income stream.

John, do feel welcome to register now and look over the site at your leisure. If you are interested in getting your room right away, please do let me know. We work with all our clients to ensure they get the most benefit from this technology".

"Wow .. this is really great stuff - I think I will take you up on your offer and register today. I'd like to talk to my group and see what they think."

"That would be great John, feel welcome to invite them here - I'd love to chat with them and show them around! Oh, John, before I forget, may I ask you to type your email address in the

text chat for me please? Also, you indicated you do use messenger, if you include your ID we can get connected."

"Is there anything further I can help you with today?"

"No, thanks, this has been great"

"Thank you John, I appreciate your time. I will follow up shortly and send you some details on the Web Conference room - who we are - and what we can do to help you succeed here online! - would that be ok?"

"Sure, that would be great - I really like what I see here"

"We have live training classes as well, John - classes on everything from basic internet marketing to motivational classes. I look forward to working with you John. Do let me know if there is anything I can do to help you. Feel welcome to stop by here anytime John. We are always here to help."

"Ok ... thanks ... I really have to go now - I have a meeting to get to. Thanks for your time - I'll be back!"

"Thank you, John, it was my pleasure - do come back soon and feel welcome to invite your members to see what this is all about - I look forward to talking to you again soon"

This is a very typical conversation. Of course. every conversation is different but the general overview is there. It is important to 'listen' to the needs of your visitor. What will they need this technology for? How can this technology help them? What's in it for them! If you can show them what is in it for them you are well on your way!

For now - John and I have "connected" and I will follow up and reconnect with him. He may or may not purchase a room or join, but he will soon learn about our live training and be invited to attend. Follow-up, Follow-up, Follow-up, Follow-up!

I cannot stress enough how important follow-up is. Statistics show that, on average, a person needs to hear or see something 7 times before it "registers" and they "act". Don't give up! With perseverance you WILL find the key to unlock their doors!

Target Markets for Web Conferencing Technology

Below, you will find information on several target markets you can approach in regards to Web Conferencing technology. All businesses can benefit, here are a few target markets.

Small Office Home Office (SOHO)

By far our NUMBER ONE target market! The Small Office Home Office is the biggest growing industry WORLDWIDE - and NOW with OUR technology - the SOHO has the ability to affordably take their business GLOBAL!

There are MANY resources available for Small Office Home Office - just do a search online and you'll see - all these "resources" are also targeted leads for our Technology!

The SOHO market is, by far, your BIGGEST market! Small Businesses will benefit GREATLY from this technology giving business owners an edge over their competition and allowing the SOHO to go GLOBAL.

Network Marketers (who are also SOHO)

Network Marketers NEED this technology! Almost ALL Network Marketers work their business using the process of 3-way calls. 3-way calls are EXPENSIVE! First, the networker calls their "lead" then they call their sponsor and three way them in! That is two long distance calls.

How inefficient when you can meet in a Web Conference room and be far more productive - not only can you give your "sales" pitch, you can have your prospect sign up RIGHT THERE!

Network Marketing companies are a HUGE market! It's all about connecting and showing them how you can save them a TON OF MONEY!

Education

Distance learning - our technology allows students to work with other students and Professors to communicate with other Professors around the Globe!

Home Schooling - think of the power for home schooled children - to be able to communicate live with an instructor or share ideas with other home schooled children

Real Estate

Clients - imagine ... a realtor who has a client across the country moving to his area. With our technology they can meet "face to face" and do a Live tour of the houses available.

Realtor to Realtor - an effective way for Realtors to connect and communicate together.

Accounting Firms

Accounting firms with offices worldwide can now communicate and collaborate with staff AND clients!

Law Firms

Law Firms with offices worldwide can now communicate and collaborate - securely - via the internet - with the clients and partners.

Template emails for Corporate and SOHO

Email to send to SOHO or Network Marketing Companies

Hello,

My name is **YOURFIRSTNAME** and I'm in **YOURLOCATION**. I visited your website today (<http://www.thewebsite.com>) and noticed that you are part of a strong Network Marketing Company.

As a Networker myself, I understand the importance of creating and maintaining relationships to build strong teams which build strong "businesses".

Creating and maintaining relationships requires connecting. While email, messenger services are wonderful communication tools, nothing beats real live communication.

Phone calls can be costly, especially since most Networking opportunities are now very Global.

We have a solution! Our Company offers affordable, secure VoIP options for all Internet users. All you need are speakers and a microphone to connect and communicate in Real Time - Online - without long distance charges.

We communicate daily with people from countries like New Zealand, Australia, Iceland, Germany, U.K., Spain, Denmark, Bahamas, US, Canada - imagine the costs if we had to use the phone!

Our online Web Conferencing technology is secure and available with password protected entry.

I wonder if you might be interested in meeting me online so that I can show you how our technology can help you!

I look forward to hearing from you and talking to you soon!

Your Name and details

Email to send to a Corporate contact

Good day,

My name is **YOUR NAME** and I represent **XYZ Company**, a Web Conferencing technology services firm located in **LOCATION**.

XYZ Company's core strategy is to deliver, to the end user, superior communication products and services, that can be accessed anywhere in the world utilizing the World Wide Web.

Fast paced advances in VoIP technology are transforming traditional telephony while delivering cost saving web-based communications solutions that are easy to implement for business or personal use.

Our objective is to seek out 'like minded' corporate partners, develop strategic alliances and enter into profitable joint ventures that support our corporate goals.

At **XYZ Company**, we recognize the important and profitable synergies that result from the collaboration and joint development of products and services.

Who could we contact at '**Company Name**' to discuss the benefits of including our 'leading-edge' communications solutions to your product and services offering?

Sincerely,

Your Name

XYZ Company
YOUR PHONE Business

YOUR Fax
YOUR email

A few last words

Thank you for taking time to review this informational report. I trust you are now well equipped to truly take advantage of the resources you have available to you.

Remember, Web Conferencing is still very new. It's your task to assist your prospects to see the simplicity of adding this adaptable resource to their business.

Their business grows, your business grows and everyone is a winner.

If you have questions about this report or would like to meet to discuss issues and concerns you may have, please feel welcome to contact me anytime. You'll find my contact information listed below.

Thank you again for spending time with me today, I wish you all the best with your business success.

Regards,

Janet Legere
The Contact List Builder
Coaching Leaders in Business Online Since 1999
<http://www.contactlistbuilder.com/>

Resources referred to in this Report

[Hot Conference](#)

[The Contact List Builder](#)

[Magic Subscriber](#)

[CLB Special Free Report](#)

[Commission Spyder](#)

[iMediaTools](#)

[Oppseeker Leads](#)

Brand this Special Report

Now you can brand this special report to include the links of your Web Conferencing Company.

Prices are as follows:

Brand the report with your Hot Conference information. Cost to Brand is \$27.00 USD.

[Purchase your branded report here](#)

Not yet a member of Hot Conference? [Join here](#), then brand your report.

Customize the report for your Web Conferencing Company. Prices begin at \$47.00 USD.

If your Web Conferencing Company is **not listed** in this report, you may want to customize this report **specific to your Company**. **Prices start at \$47.00 USD.** [Contact me here for details](#). Be sure to include information about your Web Conferencing Company.

Contact Us

You are encouraged to use our convenient online Help Desk to post your questions and challenges. <http://sykaro.com/helpdesk>. By utilizing our Help Desk you help us to help you better!

Janet Legere, The Contact List Builder

Coaching Leaders in Business Online Since 1999

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Office Hours: Monday to Friday;

8:00AM to 4:00PM Mountain Time (GMT-7)



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Best Price.



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FREE Today!

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Included in this comprehensive PDF file:

- Hello and Welcome
- Overview
- All About Writing Emails
- Spam and Disclaimers
- Let's Talk About Auto-Responders
- Proper Use of Bulk Mail Programs
- Are You Tracking Your Ads?
- Marketing to FFA Lists and Safelists

CLB Online Business Survival Guide ([Purchase](#))

Included in this comprehensive, 164 page PDF file:

- Introduction
- Bonus # 1 ~ Live Recording Available
- Overview
- For the Computer and Internet Newbie
- Basic Construction of an email
- Auto-Responders
- Instant Messengers
- Tracking Your Links
- List Managers
- Verifying Your Leads
- The Invitation
- Targeting Your Market
- Follow-up
- Managing Your Contacts
- Continued Follow-up
- Regular Task Check List
- BONUS # 2 ~ World Class Speakers
- BONUS # 3 ~ Success Strategies Series
- BONUS # 4 ~ What You Need To Succeed

Recommended Reading

Below you will find reading material from Tim McMahon as well as books that I personally use to better my life.

Reading material can be found at any local bookstore or online at Amazon.

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