



Create 1,000 Leads in 3 Days Challenge

1. Welcome
2. Content

1. Welcome

Welcome to the Create 1,000 Leads in 3 Days Challenge. My name is Eric Lofholm, and I will be your instructor over the next 3 sessions.

I have built a 50,000+ per database from scratch over the years. During this 3-session class I will share my best ideas on how to generate leads.

The purpose of this class is for you to generate as many leads possible by 2 deadlines. Deadline 1 is the end of class on Thursday, February 25. The 2nd deadline is Saturday, February 28.

Email me at the end of class on Thursday, February 25 with how many leads you have generated between now and then. My email is eric@ericlofholm.com. Email me again on Saturday, February 28 with the total number of leads you generate between now and Saturday, February 28.

The recordings will be available <https://hubpagereplay.com/>

Survey – Time Management Course plus transcript if you fill out the survey - <https://link.ericlofholm.com/widget/survey/07aNXsYOhpW9xQU3oIBJ>

If you have any questions, you can email customerservice@ericlofholm.com

If you need support in the zoom chat Wayne Wallace is there to provide you support.

CRM Class March 5 - <https://events.ericlofholm.com/eric-crm>

Morning Sales Boost M-F - <https://morningsalesboost.com/>

Double your Sales with AI

March 24 – 26 at 11 am pacific

The way you will do this is I am going to teach you how to:

Double your Leads using AI

Double your Appointments using AI

Double your Closing Ration using Ai

2. Content

Data Pool – The future of AI

Thursday at 3 pm pacific – Lead Generation Data Pool

I am going to make the transcripts available in my community. The way to join the community for free is to go to <https://saleschampion.com/start-here>

\$250,000 Idea

AI Prompt

You are a strategic partnership consultant.

My business:

[Describe what you do]

My ideal client:

[Describe them]

List:

- 20 potential referral partner types
- 10 specific companies
- 10 specific job titles
- 5 creative partnership angles
- A short outreach script

After you run the prompt, answer:

- Which 3 partner types feel easiest?
- Which 3 feel most powerful?
- Who can I message TODAY?

Then send out 1 or more outreach messages

Go on social media and hit the friend, connect or follow button to 3 or more people that could be prospects.

Add 5 people on social media that are prospects for you – if you do 5 per day and 3 say yes that will generate 6 leads during our 3-day challenge – If you add 5 per day and 3 say yes for the next 4 days that is 12 leads. If you do 5 per day and 3 say yes for 10 years months that is 9000 leads.



AI Lead Generation Coach - <https://chatgpt.com/g/g-6952f2fb250c8191a0c2589fed972556-ai-lead-generation-coach>

Referrals – Tony Robbins Story – Teaching best practices

System

1. Educate
2. Easy
3. Incentive
4. Ask

If you have a speaking referral for me and you email or text me the referral I will send you my goal setting course as an incentive. eric@ericlofholm.com or text 916 626 1945

Referral Systems

Position yourself as a profit center

My affiliate program – You invite or refer and you receive 10% - <https://saleschampion.com/contact>

Existing Clients

Reciprocal Referral Relationship

One sided referral relationships