Hidden Secrets of the Highest Earning **Insurance Agents** 



The Simple Ways Insurance Agents Double Their Income

# How This Webinar Can Help You...

#### This Webinar Is For You If You Want to Know:

- The Three Powerful Secrets that can dramatically increase your earnings as an insurance agent.
- The Fastest Way to Double Your Income in the next 12 months.
- An Automated Way to Get Qualified Local Prospects every single day, on-demand.
- How to Speak with 92% of Those Prospects using a method that's scientifically proven to work.
- The Single Most Effective Way to Convert more of your prospects into paying clients.
- How to Get 20 Free Insurance Prospects who you can call and test all these secrets for yourself.



## I'm Also, Going to Tell You About...



It's Been Responsible for Creating Almost Half a Billion Dollars in Insurance Policies - so it's proven to work.

Many Insurance Agents – have doubled or even tripled their income in a single year.



**Some of Have Grown from Being** a **Sole Proprietor** - to having their own team of more than 50 agents.

Get As Many Insurance Prospects As
You Want Each Day - people who are
looking for the exact types of insurance
you provide, and in the states you choose.

**Get 20 Free Prospects** - so you can <u>test it for yourself</u>.



## Important Information and Valuable Free Gifts...

### Here's What You Get Today for Being On This Webinar:

- 20 Free Insurance Prospects you can call right away, so you can test this system for yourself.
- A Free Insurance Marketing Automation Account no setup fees, contracts, or commitments.
- Access to Exclusive Realtime Prospects of the types you choose, who are expecting your call.
- Instant Email Alerts know the moment you get a new prospect, so you can call them right away.
- Stop and Start Whenever You Want you have complete control of everything.
- Only Pay for Contactable Prospects so you keep winning and making money.
- Aged Prospects Also Available at very low cost.
- **Powerful Lead Tracking Functionality** so you can see prospect's details, set reminders and follow ups, and communicate with them by email. All inside your <a href="Free Insurance Marketing Automation account">Free Insurance Marketing Automation account</a>.



# But First, Are You Actually Ready for This System?...

### Many Insurance Agents Don't Work Their Prospects Correctly:

- Since 2005 We've Helped Hundreds of Insurance Agents grow their business faster in the US, the UK, Ireland, Spain, the Netherlands, South Africa, India, Singapore, Australia and New Zealand.
- Before Using Our System many agents converted very few of their prospects into paying clients.
- They Weren't Using Lead Conversion Methods that are <u>scientifically proven to work</u>.
- And if You're Not Following Best Practices you could be losing money.
- **So, its Important to Start Using These Methods** to get full benefit from Insurance Marketing Automation, so you start converting a lot more of your prospects into paying clients.

So, I'm going to share with you - **3 Powerful Secrets** that could dramatically <u>increase</u> your income as an insurance agent, that have been *scientifically proven to work*....



### **Secret Number 1...**

### **Realtime Leads Mean High Conversions:**

- The Saying "All Internet Leads Are Junk!" is NOT True....because....
- Nowadays, Most Forms Have Built-in Validation.
- Most Bogus Applications Are Blocked Automatically.
- Very Few People Enjoy Filling Out Forms.
- Realtime Means <u>Immediate Contact is Possible</u>, While Prospect is Still Hot!



### **Secret Number 2...**

### 92% of Internet Leads ARE Contactable:

- Agents Often Tell Us: "I Can't Make Contact With People" or "Nobody Ever Takes My Call."
- Yet, Scientific Research Has Proved on average 92% of leads ARE indeed contactable.
- People Have Different Types of Lifestyle so must be contacted at different times.
- The Most Successful Insurance Agents call several times daily (morning, afternoon, evening).
- Scientific Studies Have Proved when you call people fast, you make a LOT more money.



# A Harvard University Study...

### A Harvard study of 2,241 U.S. businesses found that:

"Companies that try to contact potential customers within an hour of receiving queries are nearly **7 times as likely to have meaningful** conversations with key decision makers as firms that try to contact prospects even an hour later."



# A Harvard University Study...

### And companies that do call within the hour.....

"are more than 60 times as likely to make contact as companies that waited 24 hours or longer."

Sadly, only 37% of companies actually respond to queries within an hour.



# And it Gets Even More Interesting...

## According a Forbes article "Why Companies Waste 71% Of Internet Leads":

"Companies don't respond fast enough to leads. And the sales rep who does call, <u>only makes 1.3 call attempts</u> before giving up and moving on."

Are you only making a couple of calls before giving up? If so, you could be losing a lot of money....



### **But That's Not All...**

## According a Forbes article "Why Companies Waste 71% Of Internet Leads":

"Our own in-house research shows **only 27% of leads ever get contacted**. Yet with <u>a combination of awareness, best practices,</u> and technology; companies can contact around 92% of leads."

**So, Let's Dig Deeper** – and find out what these best practices are....



# Let's Dig Even Deeper...

### According to a Full Research Study and Analysis by Dr. James Oldroyd:

- Wednesdays and Thursdays are the best days to contact people.
- 8-9am and 4-5pm are the best times to call and make appointments.
- The Odds of Contacting a Lead Within 5 Minutes are 100 times higher than calling them after 30 minutes.



# The Conclusion of This Scientific Study, is that...

#### **Immediate Contact Wins the Client:**

- They Found That Calling Someone Immediately after they fill out a form results in a far higher conversion rate (from a lead into a paying client).
- The Research Discovered That <u>Making Immediate Contact</u> triggers positive emotions, and beliefs like efficiency, trust, reliability.
- **Dr. James Oldroyd's Research Team** called this the "Wow Factor" because "Wow!" was the most common word people used when called immediately.



# How to Speak With 92% of Your Prospects...

Dr. James Oldroyd's Research Team Discovered That:

"Calling leads immediately is the single BIGGEST way to dramatically increase the conversion of your leads into long-term paying clients."

This Enables You to Speak With 92% of Your Leads and Grow Your Income Faster.



### **Secret Number 3...**

### Persistence Is THE Key to Success:

"Victory is always possible for the person who refuses to stop fighting."

"Failure cannot cope with persistence."

"One thing we all know, if one does not possess PERSISTENCE, one does not achieve noteworthy success in any calling."



Napoleon Hill - author of Think and Grow Rich



# Small Consistent Improvements Change Everything...

### The 80/20 Rule or Pareto Principle states:

"20% of your actions can yield 80% of your results"

#### **Suggestion:**

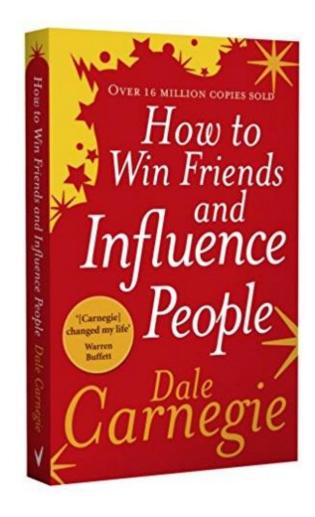
**Start Focusing More on the 20% of Your Efforts** - that creates 80% of your income!

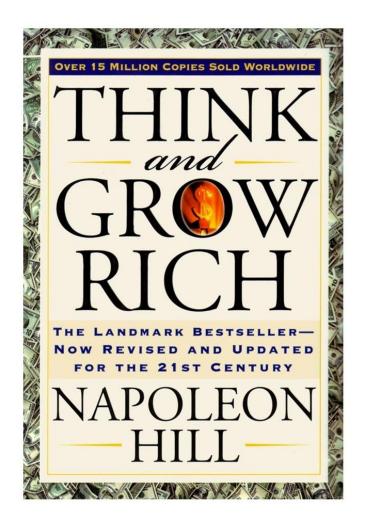
"Common Sense is Not Always Common Practice"

- Are You Using These Strategies? if not you need to start, as your income could be suffering.
- We've Worked With Hundreds of Insurance Agents and these same strategies have enabled many of them to double their income in just 12 months.



### Your First Free Gift...







# Let's Do a Quick Recap, so far...

### **Hidden Secrets of the Highest Earning Insurance Agents:**

#### Secret #1:

Realtime Leads Mean High Conversions - because you can speak with your prospects right away.

#### Secret #2:

**92% of Internet Leads** <u>ARE</u> Contactable - <u>call immediately</u> and if necessary, try multiple times until you make contact. This is the biggest secret of the wealthiest insurance agents.

#### Secret #3:

Persistence is THE Key to Success - and is the most common trait of highly successful people.



### Let Me Show You How to...





- Create Your FREE Account.
- Subscribe to Campaigns.
- Use the CRM System.
  - Get Your 20 Free Prospects.

And it only takes a few minutes to do all this....



## Your New Secret Weapon for Dramatic Business Growth...



**Insurance Marketing Automation** - has already created almost half a billion dollars in insurance policies, so <u>it's proven to work</u>.



Many Insurance Agents – have doubled or even tripled their income in a single year.

Some Agents Have Grown from Being a Sole Proprietor - to having their own team of more than 50 agents.



## Get Your Account and 20 FREE Insurance Prospects...

### Here's What You Can Get - in just a moment:

- Free Insurance Marketing Automation Account prospects for every type of Insurance.
- Unlimited Prospects Every Day from just 1 to 10,000+ it's up to you, in the states you choose.
- Exclusive Real-time Prospects who you can call right away (premium and budget).
- Stop/Start Prospect Flow Whenever You Want you have complete control.
- Only Pay for Contactable Prospects so you keep winning and making money.
- Aged Prospects Are Also Available at very low cost.
- Introduce Other Agents and Get Paid Commission on every prospect they get.
- Free Audiobook of "Think and Grow Rich" the "millionaire creating" classic by Napoleon Hill.
- 20 Free Insurance Prospects so you can start testing this system for yourself, right away.

**Download Links** – coming up in a moment....



## You've Got to Create Your Account Right Away, because...

The 20 free prospects offer is only available to the next 10 people on this webinar....



### Here's What to Do Next...



Create Your Account Here: leadsfactory.net/iwantleads

Enter This Introducer Code: FREELEADS



Think and Grow Rich Audiobook: leadsfactory.net/think

We look forward to helping you grow your agency faster, and to hearing all your positive feedback!

