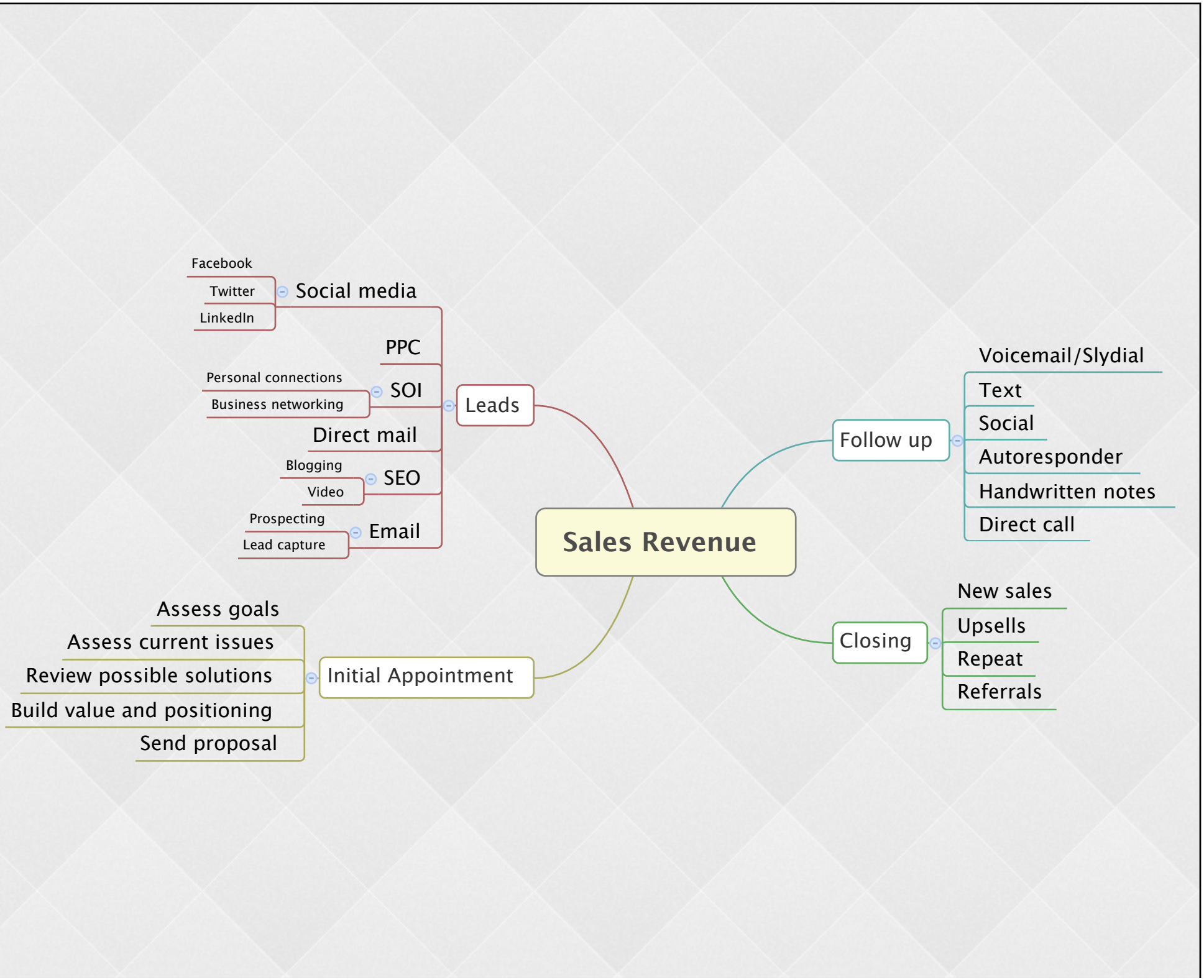
Sales Revenue
Leads
Social media
Facebook
Twitter
LinkedIn
PPC
SOI
Personal connections
Business networking
Direct mail
SEO
Blogging
Video
Email
Prospecting
Lead capture
Follow up
Voicemail/Slydial
Text
Social
Autoresponder
Handwritten notes
Direct call
Closing
New sales
Upsells
Repeat
Referrals
Initial Appointment
Assess goals
Assess current issues
Review possible solutions
Build value and positioning
Send proposal