

How ClickWhipt Revitalized Their Marketing Agency and Generated \$300K+ in New Sales with LinkedSelling

A Simple System to Build Relationships With Targeted Prospects



"After almost 10 years, our business was almost non-existent. We had never made a consistent income.

We just wanted something consistent. We just wanted to pay the bills and get out of our regular jobs. We started thinking we were never going to be able to "get off the ground", let alone be financially independent."

The Situation:

As a Digital Agency and a Google Partner company, Clickwhipt helps law practices generate daily qualified phone calls and in-office consultations. They do this by implementing and optimizing marketing systems in each of four critical areas: reputation, reach, reselling, and referrals.

However, Clickwhipt struggled for 10 years to generate a consistent stream of quality leads and the income that would allow its owner, Luda Drummond, to live the kind of life she dreamt of.

How Luda Was Able to Quit Her Day Job and Live Anywhere She Chose

It wasn't until Luda used a reliable strategy that focused on building strategic relationships month-after-month that she started seeing results. Using a reliable strategy to target and connect with specific prospects, Luda was able to finally quit her job and live the kind of life she chose.

The system she utilized consists of four parts:

1. Research targeted prospects on LinkedIn
2. Optimize LinkedIn presence to build authority
3. Connect with thousands of targeted prospects
4. Plan & execute a messaging campaign

The Importance of Optimizing Your LinkedIn Presence

Like all our campaigns it starts by doing prospect research. This step is extremely important because it will enhance your understanding of what motivates your prospects and will make speaking their language that much easier when you know what your prospect values.

With our guidance, she used this information to optimize her LinkedIn profile, and start building authority through LinkedIn groups and strategic content marketing.

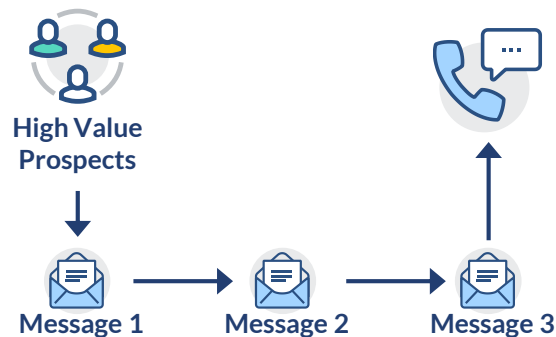
Building Connection Through A Multi-Touchpoint Messaging Campaign

Finally, in order to find and connect with prospects who are a perfect fit for her services, our proven Multi-Touchpoint Messaging system was launched to convert her prospects into 1-on-1 appointments and consultations.

Luda understood that a successful LinkedIn messaging campaign is one that doesn't jump to pitching a sales conversation too quickly. It focuses on relationship by adding value and building rapport based on prospects' interests.

By following our system, she was able to identify the prospects that she would best work with, and who would give her the highest return for her service. This is how we strategically build relationships with prospects using our LinkedIn messaging campaign strategies.

The LinkedSelling Messaging Process:



Following This System, Luda Generated \$300K in Her First Year

In just one year working with the LinkedSelling system, Luda turned around Clickwhipt completely, providing her and her boyfriend the freedom to live life on their own terms.

"Once we found [LinkedSelling], things really started turning around."

"We now have enough clients to pay us 3 times what we made at our regular jobs. Every month! Not just some months..."

~ Luda Drummond, Owner, Clickwhipt

How to Customize This Plan for Your Business

This strategy has seen success with any business that needs targeted leads. It works in numerous industries and with various company sizes, from small to big businesses. It also helps our clients get their foot in the door with otherwise nearly-impossible-to-reach decision makers—and it can do the same for you.

If you are interested in maximizing both your results and your time and focusing on a relationship-based strategy to get similar results like Luda Drummond and Clickwhipt, stop by our booth or email us at team@linkedselling.com to book a consultation!