

Prospecting Methods

All the Places You Will Ever Need to Find "Targeted" Prospects are Right Here.

Following is a list of several ways to find prospects and customers (locally, nationally and even internationally) to send to your OG sizzle hotline and/or sales page/lead capture page/website). Use some of these *consistently* and you cannot fail. Don't work your business consistently and I promise you will fail. You can earn a few hundred extra bucks monthly or you can earn a fortune, but if you don't plan to work your coffee business consistently, I suggest you don't waste your time and quit right now. Use at least 6 of these at a time and find out which work best for you, then focus on those until you have a steady flow of new prospects every day. Teach your team to do this same thing also and you will build a very successful OG business.

Several Ways to Find Prospects and Customers for Your Organo Gold Business

Important Note: Become a "Master Inviter" of prospects using the partial list of "ways to find business partners and customers" below and you should do extremely well in this business. No guarantees of course, you get out of it what you put into it and it will take some time. And, please don't expect too much too fast. Think long-term (as in an 18 month commitment) and work your business by "consistently" passing out samples and the recorded phone message (and web site in separate marketing), then follow up and see who wants to do this business with you and also do these same "simple" things you're doing.

By "master inviter" I mean...send lots and lots and lots of people to the *systems* (phone messages, web site, live meetings, etc) and get them samples of the OG Healthier Coffee and let these "systems" do the presenting for you. Ultimately this is a direct sales business, but you're not as much in the sales business as you're in the "inviting" or "exposing" business. Massive, Focused and Consistent ACTION = Success.

"Test" any marketing method you choose to work with first before spending lot of money, and make sure you feel comfortable it works well enough for the investment. Some of the "tools" we mention can be found on this website in another area where we offer software such as "article spinners and submitters," among other marketing tools that can automate things for you.

The first thing you'll want to do *locally* is to invite people you know over for a Coffee and Jazz Mixer (CJM). This is a proven and fun way to get your business off to a fast start. All the big makers in OG are crushing it this way. Make sure to follow the instructions closely in the "GETTING STARTED" section on this website. Also, Sizzle Hotline marketing and training are on the "Sizzle Hotline System" page.

Your "Warm" Market...Contrary to what some (who are trying to sell you their *online* course) may teach, start here first. Make a list of "everybody" you can possibly think of and **highlight** the **outgoing, positive thinkers** who you think would do this business. Then, contact them first, by email, letter or postcard and also by phone. In this industry, the phone is your best friend. This is not the normal stupid network marketing "deal" they have seen before, this is "coffee" and it's real, and YES you certainly do have some friends who will absolutely love these products and will be interested in the business opportunity. I PROMISE!! So, don't overlook this great resource. Several of the top income earners at OG have not had

to go past their friends and business associates, because it's COFFEE!! But, for those of you who want more ways to find more people, keep reading.

Sizzle Cards...(also called Drop Cards) Everybody should get some sizzle cards. They are cheap at www.HotCards.com (from \$60 for 1,000 to \$100 for 5,000 printed full color both sides. We even did the artwork for you, all you need to do is add your toll-free number that you can order from this website also, that too is inexpensive). This is a method of prospecting that virtually anybody can do. You put a basic message on a business card (like, WANT MORE MONEY? And your contact info) that you leave on ATMs, gas pumps, at video stores, in magazines, fast food restaurant restrooms, newspaper machines, convenience stores (pay them to set up a little counter stand), apartment buildings (first part of the week), post office, everywhere there is a lot of traffic. Do this between 9AM and 5PM for best results. If you put out a lot of cards "consistently" (like 500 to 1,000 a week) in high traffic areas, you should get a lot of prospects calling your hotline. We suggest everybody has sizzle cards and uses them regularly. The complete training on sizzle card marketing is on the "Sizzle Hotline System" page. (Note: you can also use these with a lead capture page).

Facebook and Twitter..."Social Networking" is a great way to build your business locally, nationally and internationally. These are two great places to start. Build your list of friends and contacts on Facebook and Twitter and communicate to them about your coffee products and also the business opportunity. Do not spam them, just keep the conversations casual and friendly. You can prospect 24/7 and it's FREE. As with any type of marketing, you need to do it "consistently" for maximum results. Don't think you can try it a few times and presto, you're rich.

Local "Meet Up" type groups...Check out a few of the local networking groups, many are specifically geared towards home-based businesses. You can find them usually advertised in local papers. They can be a fantastic resource for you. Just remember to stay focused on "OG" and not be persuaded by them to even look at their opportunity. If you stay strong, that will attract them to you and the OG opportunity. Pass out samples and your business cards of course.

Local "Office"...Many OG distributors are getting together in their city to open a "home business" office. They do daily/nightly opportunity meetings and Saturday trainings. Many are seeing extremely fast growth. If you are serious about retiring to a lucrative, full-time career with OG Coffee, this is one option you should highly consider.

Car (rear window) Sign...Basically, it's similar to sizzle cards only goes on your back window and gets seen all over town. You can see artwork and a place to order one online in the "Sizzle Hotline System" section. Or, you can get one locally at a quick sign place for around \$30 or so.

Yard Signs...Again, same concept as the sizzle cards and car window sign, only you get these babies out all over town where the most people will see them and call you toll-free message. You can also place them on telephone poles by stop signs, just high enough so city workers can't reach them - lol. To see artwork and a place to order one online, go to the "Sizzle Hotline System" section on this website. Or, you can get them made locally at a quick sign place.

The "Voice Mail" Hit...This could be a *great* business builder for you and these professionals will be calling you to join the business "after" our toll-free team 24/7 recorded message does the business presentation for you. All professionals have voice mail. Go to the yellow pages and find the people you want to target (like beauty, tanning and nail salons, chiropractors, health care professionals, etc). Many of these professionals are very well connected and looking for new ways to earn more money. Some have network marketing experience already. Could be a goldmine for you right there in your city. You want to start calling "after hours" so you get the voice mail and then leave your brief message and ask them to call your voice mail to hear a very brief recorded overview. Something like: "This message is for

(whatever their name is you can find in the phone book, or say, "owner" if you can't find one). ***"I'm (your name), and we have a very hot new health product that's earning it's sellers substantial incomes and we just want to introduce it to you. Believe it or not, it's the #1 social drink in the world, it's delicious, it's 'coffee' and it's actually healthy for you as you will learn in this brief 5 minute overview by calling toll-free (your message number here). It's perfect for your kind of business, too. Leave your name and number if you're interested and I'll get back to you shortly. Thanks a lot."*** (remember to put a "smile" in your voice)

Viral Email...Get creative. Send email that has a joke, funny photo or video, or other "different" stuff and your sizzle hotline number or Organo Gold lead capture page or web site information at the bottom of the email. Imagine one funny photo being forwarded to thousands or even millions of friends across the world, each seeing your OG marketing information. Unless you're pretty creative or talented, most of the time this is a "shot in the dark" way to prospect so you probably won't want to spend a lot of time on it but putting out a few emails like this once in a while can be fun and you never know.

Audio or Video Email...Send email with your own or professional "audio" or "video" email promoting the OG business. It grabs the prospects attention more than text alone. Or, do some non-mlm or OG related stuff and move them over to your coffee business information after you first grab their attention. Could do this directory, or build a list and use auto responders to market to it whenever you wish. Isn't technology cool?

Bathroom Ads...These ads are usually placed in nice men's restrooms above the urinals. Imagine the captive audience you have all day and night, day after day. Make sure your ad is powerful and can be read in 30 seconds. Also, make sure you have a very easy website they will remember. Or, better yet, use your sizzle hotline or landing page/website. Since most people carry their cell phones with them everywhere, they can call the message right there. A local marketing company usually handles these.

The "Old" Card...You crumple up your business card and make it look like it's old and that somebody who had been carrying it around, lost it. You leave it on the floor in stores, malls, etc.

The Leave Behind...Leave a sample and/or business card on the shelf by the business and mlm books and magazines in bookstores and libraries. Maybe even slip a few inside the publications. Leave anywhere you feel "sharp" and "targeted" people will see it.

Flea Markets...I *really* like this one. This idea could make you good money and build a large organization. Rather than set up a booth, attend flea markets as a *customer* and talk to the people running the booths. There are hundreds of prospects and many of them are perfect people for your business. They are entrepreneurs looking to make a buck, right? Well then, introduce them to the awesome OG business and coffee and the power of building an "immediate" and "residual" income so eventually they do not have to be spending all their weekends at the flea market making chump change compared to the money they can make with a successful coffee and tea business that can quickly expand nationally and even internationally. They also probably know other sellers at the flea market who they could bring in the OG business. Don't overlook this business builder. And, of course you could also try setting up your own booth, which should work well also. You can buy large OG banners to hang up in your booth, at the OG website.

Sponsor Reps Who "Already" Call on Businesses...They could be a goldmine. Think about this one for a minute. These sales reps are very well connected to many of the right kinds of people. One good rep could quickly grow your business.

Sales Team...Hire people (even your kids) to pass out your sizzle cards, samples and flyers. They could pass out to individuals in malls and heavy traffic areas, go business to business, door to door, and even do a weekly route placing 1,000 sizzle cards on gas pumps, vending machines, ATMs, and fast food

restaurant bathrooms. Pay them by the hour. If they find this easy, fun and successful, they may want to join you in the business also.

Sporting Events...Stand outside these local sporting events and pass out your information to the sharpest people you see. Many of these people are professionals who just may be perfect for our business. **Another "Proven" Idea** - many OG distributors earn *excellent* money selling coffee, tea and hot chocolate for \$2 or \$3 or more in the concession stand. Make sure you have enough product on hand. A guy in Texas recently (summer 2010) made \$6,000 profit in 2 days selling OG products at a similar event (a trader show of some kind) and ran out of product. It was a "3-day" event. Bummer.

Ask for Referrals...Always ask the people you're prospecting if they can refer their friends who may be interesting in making more money, and/or in the products. You can get some great leads this way and those people are more *open* since a "friend" referred them to you.

Celebrity Endorsement...Be it local or national, if you get a known celebrity to join your efforts to promote OG, it could be the ticket that shoots you into network marketing stardom. You never know who will join in your downline. Somebody even sponsored actor Danny Glover who not only loves the OG coffee, he became an independent distributor as well. Even "local" celebrities can really help your business, and many have great connections. I have sponsored a few professional football players, very well know leaders (celebrities, in their own minds anyway) in the MLM industry, a TV infomercial star, a top professional comedian and with the majority it did not work out as well as I thought it would, mainly because the celebrity did not get involved. So, you want to get them involved.

Business to Business...Make it a point to drop off samples and OG info. for 2 to 4 hours every day you have available. Hit all size businesses and make a call back in a few days. This idea could help you find several top leaders over time, plus build a retail coffee business in the process. Many local business managers and owners are looking for extra money, or even a new career. Talk to enough and you'll find interest.

TIP: "Consistency" is the *Success Key* with any of these methods of prospecting. Don't expect to do it a couple times and retire. How bad do you want your FREEDOM?

Organize Business Breakfasts and Luncheons...This one works if you invite the right people. Invite local business leaders and people with great attitudes, contacts and personality. It may cost you \$10 a plate but imagine the possibilities if one of these "well connected" people joins you in business and runs with it. If you like this one, please don't just say, "Cool idea." Make it so #1.

College Students...This untapped market has great potential. Find one or two motivated students and your business could explode throughout the school, and then into other colleges.

Write Articles...Write good and useful articles that business and mlm publications and online ezines can publish. They always give you credit and list your contact information. Articles can get you great SEO (Search Engine Optimization) in the search engines like Google and Yahoo. There are even "article spinners" you can buy inexpensively that will turn your article into hundreds of "similar" articles so you have many more to help your marketing efforts. And, you can also get "article submitters" that submit your articles to dozens of article directories with the click of a button. Check this website for links to these tools.

Contact MLM Genealogy Lists...Find them on the Internet (search Google) and see what you find. There are duds and there are diamonds in those lists, and most of them are very familiar with network marketing so you don't have to sell them on the industry. Going to people who "already" know about and understand network marketing can make your life much easier.

Please Help Me Out...Send friends and business associates several of your business cards and ask them to help you out by passing out your cards when they are able.

Tip Well and Leave Your Card...With the outgoing waitress or waiter at the restaurant. Leave a sample and business information. If you want a better response, talk to them briefly about the coffee and business first.

The Seven Second Presentation...Here's what you say. "Hey Bob (or whomever), call this 5 minute recorded message and tell me what you think please." Then give them your 24/7 phone number to call. (or your webpage). Follow up with them in a day or two if you don't hear back. See what they think. If they have questions that you can't answer, do a 3-way call with your upline. You may want to even 3-way them into our OGminers team 5 minute call.

As a Premium...Businesses could use the healthier coffee samples to promote their own business by giving them away with a purchase of whatever they sell. You could even suggest setting up a coffee stand sometime at one of their events.

Go Door to Door...If you like people, why not try doing the old "door to door" from home to home method of building your business. Count on someone in over 95% of the homes who drinks either coffee, tea or hot chocolate already. Now, show them a "Healthy" alternative. And, a *killer* home-based business opportunity if that's of interest also.

Matchbooks...Have your ad printed on matchbooks and distribute them for free to bars and restaurants to give to their customers. You could use similar copy to what we use for the *sizzle cards*.

Classified Ads...Place ads in local, regional and national papers and magazines. As with all advertising, unless you're using a generic ad that does not mention the OG name, that you make sure to get company approval or use their approved ads. We have some generic ads already written on this website in the "MORE" section. You'll find links for places to advertise there as well.

Display Ads...If you're not very good at copyrighting, then maybe have a professional create your ad. Get company approval if mentioning OG or their products by name. Or, see the display ads on this website.

Business Opportunity and MLM "Forums"...Do a Google search for some. Look around and see who you can present the opportunity to. You can find more places to advertise and prospect in the "MORE" area of this website.

Non-Profit Groups...This is a fantastic way for non-profit organizations to raise much needed funds and this is residual "on-going" money that can grow and grow year after year. This method of marketing the OG opportunity and products could be *huge* for you as well as them. You can find more information on working with non-profit organizations on your OG website or by calling customer services at 877-ORGANO1.

Radio Ads...Here you could go with 60 seconds, 2 minute ads or 30 minute infomercials.

Radio Show...Have your own 30 or 60 minute radio show at a local radio station. Maybe it's a "home-business" show where you have guests on and plug your OG business during the commercial breaks. If you get good, teach your team how to do their own shows. Maybe you could even syndicate nationally.

Internet Radio Show... Another place to have a radio show is on <http://BlogTalkRadio.com>. There is no cost for this either, and it reaches an international audience.

Radio Show Guest...Be a guest on local or national radio shows. In this case you could get interviewed on health or business opportunity shows.

Free to DJ's... Offer free product to DJ's to drink and give away to listeners. This could be a good way to get the local celebrity's endorsement and build your coffee empire.

TV Ads... Could be costly to produce a TV ad but the end results may be worth the investment of time and money. This marketing method is for the more advanced marketer or team with the proper financial backing.

TV Infomercial... Somebody could make a killing with a well produced show. Again, only for the more advanced marketers with proper testing and financial backing. But, if a product and home-based business opportunity is going to work on TV, can you think of a better one than OG Coffee? I sure can't.

Lead Lists... Find a good source for *network marketers* and people who want to work from home. This can be a fast way to build your income. A Google search should bring several results. Small tests before you spend much money is wise. Also do a Google for Tracy Biller. He has some great training on building with MLM lists and sells lists also. Try www.UltimateSuccessCDs.com.

Postcards or Letters to Local Business Owners... These are entrepreneurs who many times are looking to make extra money. It's of course best to give a follow up call to them, too. The sizzle cards, postcard or display ads on this website may give you a good idea for a postcard. Remember, to never make any income promises or product claims, or mention "Organo Gold" in your advertising, unless you get the company's approval first.

Postcards or Letters to Friends, Business Opportunity Seekers and Network Marketers... Include a sample or two of our healthier coffee for them to drink while reading about it. The coffee makes it a "lumpy" package in which the prospect will want to open and see what you sent them. Some people even staple a \$1 bill to the marketing letter and tell the prospect it's for them for reading it. You should lead them to your 24/7 recorded sizzle hotline message and/or your website and capture their contact information.

Restaurants... Approach small and medium sized, privately owned restaurants with the idea of selling to their customers. They could set up a table card introducing the coffees, hot chocolate and tea. Their wait staff could mention it as a special. Maybe even give a free "first" cup. Some of these business owners may also become OG Coffee business builders.

Business Cards from Bulletin Boards... Go to the stores where you see all those business cards that business owners and network marketers put up. Sure, put yours there too, but better than that...have a notebook and write down the names and contact information of these entrepreneurs who took the time to put their card there. These are the kind of people you want in your business. Then go home and start contacting them. Another free and targeted way to find *like-minded* prospects.

Trade Shows... Set up a Coffee booth at health and/or business opportunity trade shows. This is a way to get your information and samples to hundreds of targeted people very, very fast.

Attend Trade Shows... Different from above. This method of prospecting involves you attending trade shows such as health or business opportunity shows and going from booth to booth and handing out samples and info on the OG business to the people running the booths. Obviously you want to have a little small talk, see if there is an interest and get their business card for follow up. Follow up is ultimately important and should be done within a couple days of the initial contact. (Don't forget to always pass out samples)

Beauty/Tanning/Nail Salons... Here's a *fantastic* idea for you to build your team and income, fast. I have a friend who made a fortune by getting a diet cookie into beauty salons. Coffee is a natural for them and they can offer a *free* cup of our healthy coffee, hot chocolate or tea to their customers. Then they suggest they buy a box or two to take home, and can also give them information to take if they want to build the

business thru their customers. A sharp woman in my downline is selling loads of our coffee at her beauty salon, plus building a very nice team of distributors. It's a natural for them.

Chat Rooms...You bet. Chat rooms can supply a free and endless supply of prospects day or night. Go to the bigger ones like: <http://www.bizymoms.com/chat.html>. Do a Google search for others. Yahoo, MSN and AOL used to have them, maybe still do. Head to the [health](#) or [small business](#) or [MLM](#) chat rooms. You need to abide by their rules. Usually you can [instant message](#) with any of the people in the room individually. You want to stay focused and start off asking something like, "How ya doing today?" After they respond, you might say something like, "This might sound weird, but just wondering if you drink coffee?" Then gently and quickly lead them to your OG sizzle hotline (or website) and give them your contact information if they are interested. If you can get their contact info., that's great for follow up later. You could prospect all day and night to dozens of new people every day with this method and are sure to find some interested people and even some people who could put a lot of money in your pocket. The best part, it's free. You can easily do this in Facebook and Twitter as well.

Post-it Notes...Have a rubber stamp made that says something like, **Make Money With Coffee!** Make up \$200 to \$2,000 WEEKLY!! Call 24/7 Recorded Message: 800-(Your Number). Stamp this on post-it notes and then place on car windows right above the *driver's door handle* where they will see it when they are getting into the car. Not on the windshield.

Kiosks in Malls...This could be a super way to build your business fast, both thru retail sales and for contacting prospects as new distributors. You could run this with other local distributors so you could take turns running the kiosk. Another thought, maybe you can find other kiosk owners with non-competing products who would like to carry the OG products in their kiosks. Call OG for information and where to purchase pre-built OG kiosks.

"Insert" in Papers...Many papers allow you to insert your flyer (get all marketing pieces approved by OG Coffee or use their approved materials) in their paper.

Welcome Wagon Reps...Get the local "Welcome Wagon" lady to pass out the coffee with your cards. Who knows, maybe she'll become a business partner, too.

Billboards...Why not? Get creative. Keep the ad "very" short so people can read it. The information on the *sizzle cards* on OGminers may help you for ad copy.

Coffee Distributors...These guys are already selling coffee to dozens or even hundreds of businesses, why not OG's "Healthier" Coffee? What a potential goldmine for them and you.

Local, Regional and National Events...Build in the cities where OG events are being held by placing ads in their local publications looking for leaders. You can find a list of events on your OG website. You can place ads in their local papers, on Facebook, Backpage, Craigslist, etc. (This is another goldmine idea, but only if acted upon).

Door Hangers...You hang 'em or hire somebody to do it. Try www.HotCards.com (Again, use the OG sizzle cards as sample ad copy)

Hotel / Motel Billboards...Both the large ones *outside* the motel or motel, and now the small ones *inside* in the lobby.

Doctor's Offices...Leave samples and info. Always follow up.

The Business Opportunity in a Box...Like a few others, I just kind of made this one up and don't know if it will work or not. Obviously I have not personally tried all of these prospecting methods. With this one, I

imagined putting a couple samples and a marketing piece in a box and wrapping it like a gift. People love to get gifts. Who knows, maybe this could be a winner. Please tell me if it works.

Coffee Shops...Of course. Why not? It's worth a try. If the owner likes it, this one could be very lucrative for you both.

Health Clubs...Could be a hot one, too. We have lots of athletes (even professionals) consuming and selling the OG products. All health clubs "should" be selling OG products!

Hire a Model...Hire a good looking professional model (one with personality) who passes out samples and your business card or flyer. They could walk from business to business, door to door or wherever people are.

Bumper and Car Window Stickers...Free advertising everywhere you drive.

Chamber of Commerce Contacts...Great contacts can be found at civic organizations. Join one or more and remember to attend regularly so people get to know you. Maybe you can even offer to serve coffee at one of their meetings.

Ad on Back of Grocery Receipts...Another way to reach a lot of people, fast.

Vending Machines...Offer the coffee packets in "snack" machines. Could even offer the business opportunity, too. Sponsor the vending company as an OG distributor, or work out a deal to give him the coffee really cheap (even at a small loss on the wholesale cost) if they'll let you attach your business opportunity information to each packet.

Bars...Keep the designated driver and non-drinkers "feeling great" with our Healthier OG Coffee instead of alcohol. Bars owners also know a lot of people and could easily become a successful OG distributor.

Go Ape...Hey, why not? Or maybe you choose to be a clown or pirate. <http://www.OrientalTrading.com> has an "Ape Suit." I really want to get the ape suit to promote my OG business. What about you?

City Buses...Costly I imagine but loads of exposure.

Door Opener for Home Sales Companies...Vacuum cleaner sales people could get in more homes if they offered free OG Coffee samples for letting them in the home. Who knows, maybe the local owners and their teams will join your OG business also.

Offer Free Coffee to Local Business Functions...Why not call local business groups like the JC's, Eagles, Lion's Club, etc. and offer them free OG Coffee for their next get-together? Of course you'll hand out your business cards and talk to the people as you serve them your coffee. Try to get their business card for follow up.

Free Coffee Delivery Service...Run an ad in the local papers, Facebook, Craigslist, Twitter, or drop flyers off door to door offering OG Coffee delivery to local businesses and even homes. You could even offer the first samples for Free. Then, as your route is building you can invite your customers to buy it wholesale and/or join you in business. Why not be the first in your town?

Auctions...Ask auctioneers if you can set up a coffee stand at their auctions and cut them in on the profits. Imagine signing a few of these "loud mouths" into your business, too.

Your Email "Signature" ...Of course.

The Taste Challenge...Drop off some samples to small businesses and challenge them to do the taste test between their coffee and our OG coffee. Also, ask them to notice how OG makes them feel (hint to them: "focus better, more energy, and no jitters"). Make sure you leave information on how they can contact you for more product. Follow up in a few days to a week after dropping the product off for the test.

Pay Per Click (PPC)...Place local PPC ads on Google and Yahoo. See our "MORE" section for advanced training on PPC.

Go After "Top Dogs"...In most cases these leaders are not going to join you, especially at first. If you do get thru to them (and you can many times), they don't know who you are so you have to "start" a friendship and build from there slowly over time. They are probably doing well in another program and are not looking to make a move right now, but you never know, they may be open and your timing may be great. The point is to "make the contact." I used to call many of the writers and leaders who ran ads in MLM publications and just introduce myself. Over the years I have made many good friends this way and some of those top dogs did in fact join me later in business. We have such a strong product line and business opportunity that you just may sponsor a few good leaders this way.

Closing Note... Remember to always pass out *samples* to the right kinds of people, those being coffee drinkers and people who want to earn extra money or retire in the next 6 to 18 months or so. They are the "hook" that get people drinking your OG coffee. They will drive your business. Never make any income promises or product claims, or mention "Organo Gold" in your advertising, unless you get the company's approval. Another thing, as with all forms of advertising, make sure to "test" with a little money before spending a lot. If you truly want success and that "Time" and "Financial" FREEDOM you have dreamed about; the freedom to work where you want, when you want, with whom you want and if you want--you must "COMMIT" to continue to prospect at *least* until you have sponsored 10 people into the business (5 on each leg) and help them to do the same. It's not always easy but it is SIMPLE if you follow the system and pass out the samples and info. **CONSISTENTLY!!** And, **Do NOT Quit.** Remember, just one or two strong leaders in your organization can make you wealthier than you ever imagined. Focused and consistent ACTION can mean a large residual income for years to come. **Commit to your success and make prospecting a way of life.**

The ideas above are from Nick Hetcher's *prospecting* ebook, "Over 250 Ways to Find New Prospects and Customers. More Methods Here > <http://tinyurl.com/OGProspecting>