# HOW TO GET PEOPLE TO CALL YOU BACK

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(GUARANTEED)

BlueStreak

— TRAINING

UNLOCKYOURINSTINCTS



I love Janine Driver. She literally left everything on the stage. I've never seen anything like it. She was incredible!"

- Mika Brzezinski, Host of MSNBC's Morning Joe

Have you left messages (and emails) for a top client and you're feeling like you are suddenly persona non grata? Experiencing radio silence while waiting can be brutally painful, right?





92% of all customer interactions happen over the phone.
Source: Salesforce



Thursday is the best day to prospect via the phone.





The best time to reach someone on the phone is between  $4^{:00}-5^{:00}\text{PM}$  Source: @InsideSales



73% of millennials identify email as their preferred means of business communication.

Source: Procurious



80% of sales require 5 follow-up calls after the meeting. 44% of sales reps give up after 1 follow-up.

Source: @MarketingDonut



Tuesday is the best day of the week to send email.

Source: According to 10 email marketing studies

What if after one failed attempt after another you tried one last time and you were able to:

- Reach your client
- Get exactly what you want

### And what if there was an easier way to GET PEOPLE TO CALL YOU BACK?

As you might imagine, billionaires agree that perseverance and determination in the face of obstacles are critical to getting what you want — success! And yes, this includes, at the very basic level, getting people to call you back.



Just ask Aerospace engineer Clayton Anderson, who was rejected by NASA 15 times, before finally getting an acceptance letter to attend astronaut school. That guy ended up logging in 167 days in space and he spent 38-hours in space walks.



And there's Dr. Seuss, whose real name was Theodor Seuss Geisel. His first book, "And To Think That I Saw It On Mulberry Street", was rejected 27 times before it was published in 1937. Today, this rhyming rockstar's famous books have sold over 600 million copies world-wide.

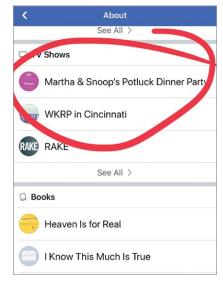


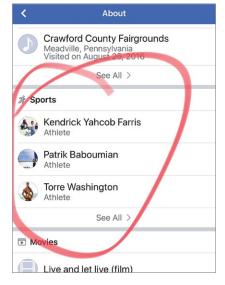
Then there's Sir James Dyson, who went broke trying to create a vacuum. Yup, over a decade and a half, that dude went through 5,126 failed prototypes and spent his last dime. And, you guessed it, the 5,127th prototype worked, and Dyson, according to Forbes, is now worth an estimated \$4.1 billion.

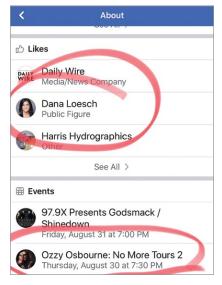
And YOU haven't even been rejected yet, you're just in limbo man! Perhaps you're like most people in your situation and you feel like you've tried everything to reach your client?! I bet you haven't tried this...

## Your NEW Easy-to-Master and Easy-to-Implement "HOW TO GET PEOPLE TO CALL YOU BACK" Formula:

STEP #1: Go to the social media profile of the person you are trying to reach and find two famous people they have an interest in (see real sample pics).







- STEP #2: Write in the email subject line, "3 people who won't call me back"
- **STEP #3:** Number 1, 2, 3 vertically, so your client will see all three names clearly in his/her preview window.
- **STEP #4:** Put the celebrities in spots #1 and #2, then put "You" next to #3.

#### **EXAMPLE:**

- Snoop
- 2. Martha Stewart
- 3. You
- STEP #5: Write the following, "I don't care about #1 and #2, I only care about #3, YOU!"
- **STEP #6:** Then add a statement that starts with the word "Because,"\* and add a second "because"\* and a call to action.

\*You'll learn why the word "because" is crucial in another free course soon!

#### **EXAMPLE:**

"Because your event is around the corner and because you were considering me as your keynote speaker, please call me so we can work out logistics."

**STEP #7:** Add a funny P.S. as noted below.

#### **EXAMPLE:**

"P.S. If you happen to know why Snoop and Martha aren't calling me back we can chat about that too because I'd love to know!"

**STEP #8:** Hit send and, boom baby, watch what happens next!

Share your results with me on Twitter: @JanineDriver!



- Quickly eliminate all uncertainty on why someone has not responded yet
- Build and grow your customer platform with ease
- Cut to the chase and get a returned call
- Replace long desperate emails with something simple, succinct, and successful
- Get a final resolution on the matter

"In golf as in life it is the follow-through that makes all the difference."

-Unknown

"I've always been pretty skeptical of the whole body language thing I've seen on TV, but I like Janine Driver a lot. I think she's got really good concrete advice. And she's changed the way I've noticed things in conversations and in everything I do."

– Anderson Cooper, Anchor CNN news show, Anderson Cooper 360°

"Janine Driver brings it! Janine, we love ya."

- Willie Geist, Host NBC's TODAY Show & MSNBC's Morning Joe

"Janine scares me — she does. She frightens me. Seriously, she's the best."

- Al Roker, Host NBC's TODAY Show

"FORCE OF NATURE!"

- Donny Deutsch, former host of CNBC's business show, The Big Idea!



JANINE DRIVER, MPA is a retired ATF Investigator and former stand-up comedian, who today is the CEO of the BlueStreak Training Company, where her clients have access to her results-producing virtual training 24-hours a day, 7-days a week. Janine is also a New York Times Best-Selling author, an international trainer, TEDx presenter, and award-winning keynote speaker. In 2015, she was named one of the top twenty educational trendsetters in the meetings industry by Meetings Today Magazine. Janine is a popular media guest on CNN, NBC, Harry, and Steve Harvey. Janine is also the host of the hot NEW video podcast DESIGNATED DRIVER.

A sample list of Janine's corporate clients includes: ADP, KRONOS, Procter & Gamble, Snapchat, Lockheed Martin, Booz Allen Hamilton, Coca Cola, Salesforce (Dreamforce event), Harvard University, Georgetown University, Massachusetts College of Liberal Arts, Anytime Fitness, Women in Federal Law Enforcement (WIFLE), Charles Schwab, SHRM, AMDOC's Women Leadership, and AOL.

To see if you and your company qualify for Janine's training, **DRIVER ON DEMAND**, visit www.JanineDriver.com or call Janine at 833-BLUESTREAK (833-258-3787).