



The Personal
Financial Success
Company

Event Prospecting



MILLIONAIRE SOCIETY

Why Event Prospecting

EVENT PROSPECTING CAN BE A VERY SIMPLE AND PRODUCTIVE WAY TO BUILD YOUR PROSPECT LIST

YOU CAN COLLABORATE WITH OTHER PROFESSIONALS WHO WOULD LIKE TO INCREASE THEIR SALES VOLUME, BUILD A LARGER CUSTOMER BASE, GENERATE LEVERAGED AND RESIDUAL INCOME.

- **WHEN SETTING UP AN EVENT MAKE SURE YOU HAVE THE FOLLOWING AT YOUR EVENT:**
 - **myEcon Banner or Credit Repair/ my Credit System Banner**
 - **Sign in Sheets**
 - **myEcon Tablecloth**
 - **Paper & Pens for guests to take notes** ○ **Name Tags**
 - **Internet Access for Laptop/**
 - **Projector with Portable Screen**
 - **Extension Cord**
 - **Brochures**
 - **Flyers**
 - **Business Cards**

SUGGESTED EVENTS

First Time Homebuyer Seminars

Collaborate with Real Estate Agents and Loan Officers to teach customers how to create more cashflow and improve their credit scores to qualify for a home. The agent can also generate leverage and residual income.

Credit Repair Clinics

Collaborate with credit repair professionals to help their customers generate additional income, pay down debt and improve their credit scores. These professionals can earn leveraged and residual income.

Insurance and Investment Professionals

Collaborate with Insurance agents and Investment advisors to help train their customers to free up additional income, to purchase and maintain their products long term. The agent/advisor can build an additional stream of income from their current customer base.

Tax Professional

Advantages of collaborating with myEcon:

- Build new clients through the thousands of myEcon Associates looking for professional tax help**
- Generate an additional stream of leverage and residual income from their current client base.**

Small to Midsize Car Dealerships:

Advantages of collaborating with myEcon

- **Help customers improve their credit which will allow them to sell more cars and gain repeat customers.**
- **Gain additional customers from referrals through the myEcon network.**

Churches and Non-profit organizations:

Advantages of collaborating with myEcon

- **These organizations are always raising funds.**
- **Teach their members and customers how Income Shifting can free up thousands of dollars, which can be shifted/transferred to Tithes, Offerings and Gifts of Love to the organization.**

How to find Organizations to Work with:

We use prospecting methods that we have previously learned. Initial List, Out and About Prospecting, Center of Influence, Networking Events and Online Marketing to find opportunities to set-up and collaborate with other professionals and community leaders to create an event.

When speaking with other leaders about doing an event always first share with them the advantage to them if they collaborate with you to host an event. I suggest planning your event at least 21-30 days in advance. This will give you time to promote the event through all your networks.

- **To learn more about Prospecting log into your myEcon Website**
- **You will be on the Business Management Center (BMC Home Page)**
- **Click on Document Center**
- **Click Training Manual**
- **Click document 809-Generating Business Income.**

OR

- **Visit: acurrytraining.com**
- **Scroll down to View Past Training.**
- **You will see a list of previous training videos**
- **You will find multiple videos on prospecting.**