MOBILE
LEADS NINJA

Legal Stuff

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DISCLAIMER

None of the strategies here will work unless you actually do something about it and take action.Knowledge is useless without action. Only reading these pages and taking no action will have the same effect as not reading it at all.

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Note From The Author

Hi I'm Don Reid, Founder of Apache Leads, Xsited Leads and the Go Getters Club. Over the many years since I began in Network Marketing and Internet Marketing there have been a gazillion changes in technology and methods for doing just about everything in business.

I spend a reasonable amount of time each week studying new ways of getting traffic, converting the traffic, generating leads, contacting leads, email marketing, pretty much anything which helps business grow.

If you're interested in getting your business to a point that it supports your dream, much faster and with less likelihood of failure then you should check out my Go Getters Club. It's only for those who are willing to be teachable, do the work and have a big dream. Discover more at the Go Getters Club

In this step by step course about bulk contacting via the telephone system, I will take you through the steps so you can successfully contact thousands of leads, message them and then have them take a desired action.

This is the holy grail of lead contacting, imagine how faster your business will grow when interested leads are contacting you, or going to your site, or watching your presentation.

As always, it's up to you to turn the knowledge you gain from this course into bigger, faster business growth by putting what you learn into action.

Don Reid

APACHE LEADS
LEADS FOR YOUR HOME BUSINESS

How To Get The Most From Your Mobile Leads Ninja course

Here's how to get the most out of the content in Mobile Leads Ninja

Read the entire Mobile Leads Ninja once

Read through this entire Mobile Leads Ninja, watch any videos and download the resources. Don't execute on the steps until you have finished reading the entire course. This will help you understand the progression of the steps and put them into context.

Complete the steps.

The course is a step by step checklist. Each step builds upon the next. Complete each step in order.

Understanding The Ringless Voicemail System

In most of this course, we will focus on Ringless Voicemail Drops. That is because it requires you to make a voice recording to use as the message you are sending.

Don't be put off by that or think it's difficult. It's not. In any case, we will show you how to do it easily.

By all current knowledge the ringless voice mail drops are not illegal. Cellphone Voicemail Drops are legal based on some major points. The FCC has defined voicemail and voicemail servers as an Enhanced Information Services and has chosen not to regulate these enhanced services (The Telecommunications Act of 1996).

We also believe our Mobile Leads are considered permission based as they opted into our list and volunteered their phone number. It can be a grey area

so if you get people wanting to unsubscribe, please unsubscribe them immediately.

We are not lawyers and not able to give legal advice so, if you are concerned you should consult your attorney.

OK, now that we have that out of the way let's move on.

We recommend using Leads Rain. It will be used in this course.

The other systems we recommend are:

Text Magic for USA

https://www.textmagic.com

Textmarketer for UK

https://www.textmarketer.co.uk

MessageMedia for Australia

https://messagemedia.com/au

The system we are teaching you will allow you to upload special Mobile Phone Leads available from Apache Leads into the Leads Rain system. Once your campaign is set up, Leads Rain will send out your recorded message to all the leads in your imported list.

This step by step guide will take you through all the steps needed to get your campaign fully set up.

Below is the flowchart of the system I'm teaching you.

Obtaining numbers is another way for saying buy Mobile Leads. Of course you may already have a list of phone numbers from some other source

```
┌─────────────────────┐          ┌─────────────────────┐
│   Obtain Numbers     │ ───────▶ │   Record Voicemail   │
└─────────────────────┘          └─────────────────────┘
                                            │
                                            ▼
┌─────────────────────┐          ┌─────────────────────┐
│   Upload Numbers     │ ───────▶ │  Sendout Broadcast   │
└─────────────────────┘          └─────────────────────┘


            ┌─────────────────────┐
            │   Wait 1 or 2 Days   │
            └─────────────────────┘
                       │
                       ▼
            ┌─────────────────────┐
            │    Send Followup     │
            └─────────────────────┘
```
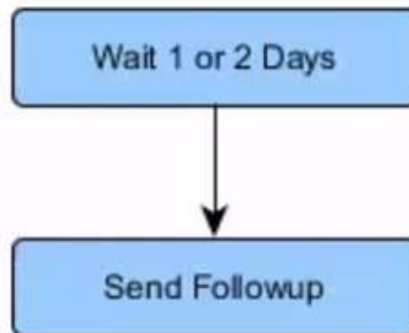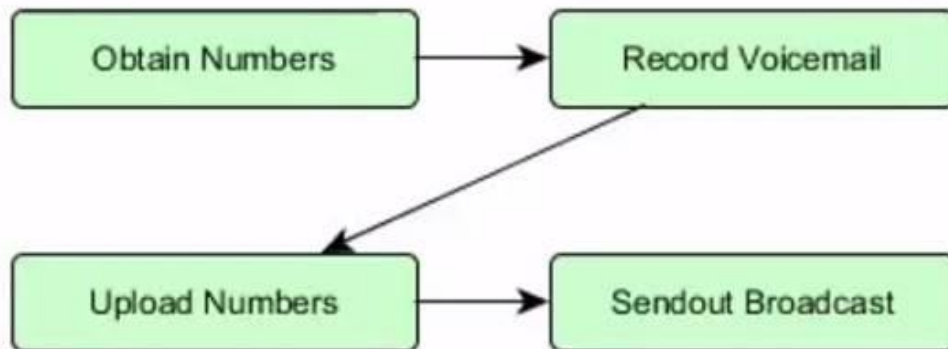
Record Voicemail

Using Audacity To Record Your Message.

Audacity® is free, open source, cross-platform software for recording and editing sounds. Audacity is available for Windows®, Mac®, GNU/Linux® and other operating systems.

The download link for Audacity is HERE (https://www.audacityteam.org/download/)
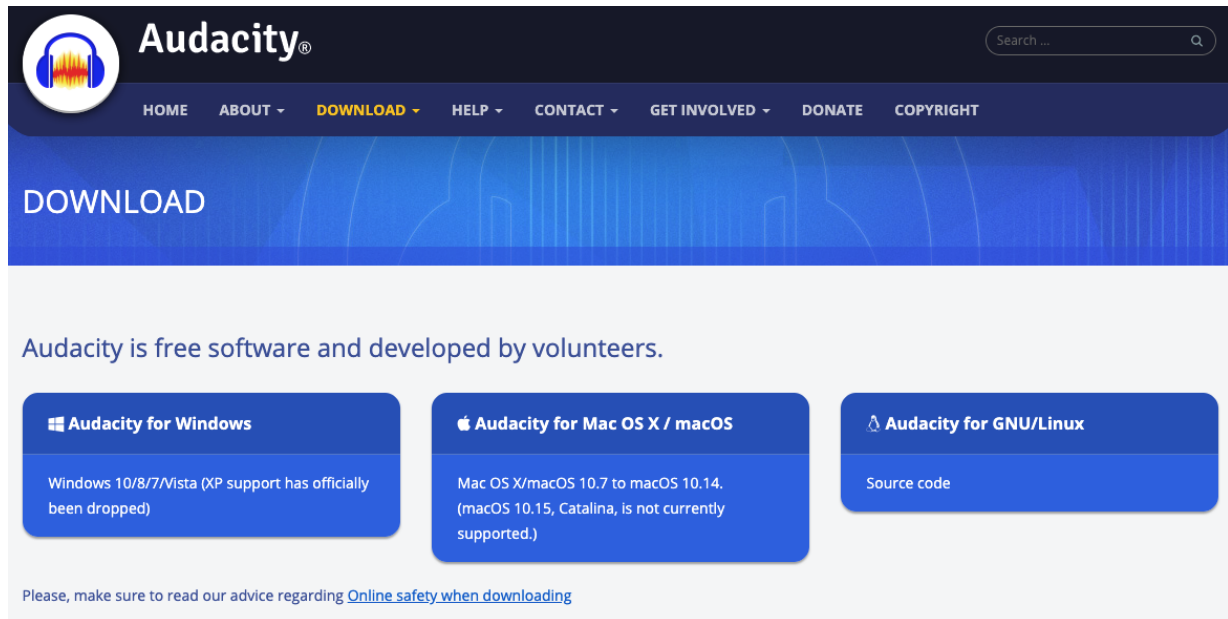
It's super easy to use. Press the red record button, record your message from your mic. Press the black stop button when you are finished. Remember, keep your message under 60 seconds.

If you need some tutorials on how to use Audacity just search Audacity Tutorial on YouTube or click [here](#)

Your Message

When you record your message it really should be under 60 seconds, many voicemail systems have a cutoff so you don't want your message being cut off before the lead

receives it all.

Keep the message friendly and do not try to sound like a professional recording artist. Just sound like you would if you were speaking to a friend.

There are two types of messages you can record.

If you want to get a lot of calls because you like to do business on the phone then make it fairly general. This will get a you a lot of call backs but it won't be targeted. To make your call more compelling and targeted you could say something like:

Hi, It's John Smith. I am looking to expand my business in your area and I'm looking for a couple of smart people who are able to partner with me. Call me back on [Your Call Back Number]"

Pro Tip #1: Don't use your regular phone number. Get a Google Number or you can use the service I have used

for more than 15 years. It's called [Toll Free Forwarding](#)

The reason for using these or other phone services is to protect your privacy. Also getting a lot of calls on your regular number can be very disruptive to your life.

Back to recording your message:

Remember to say it in an easy going, friendly manner not all professional and unnatural.

If you can offer a discount or a free offer or something significant to encourage people to call you back this is going to yield better results. It's a good idea to keep a record of the number of call backs you get from a message so next time you make a campaign you can tweak the message and then compare which one did better. Then repeat that process always using the better message.

PRO TIP #2: Don't stress over making the recording because like everything there is a learning curve and it will most likely take you a couple of tries to find a winning pitch, speed and words combination. Once you do find a winner you can use it over and over and get great results.

Upload Your Leads

So far you have obtained the number by purchasing the mobile leads from Apache Leads. You have also recorded your voice and saved it to your hard drive.
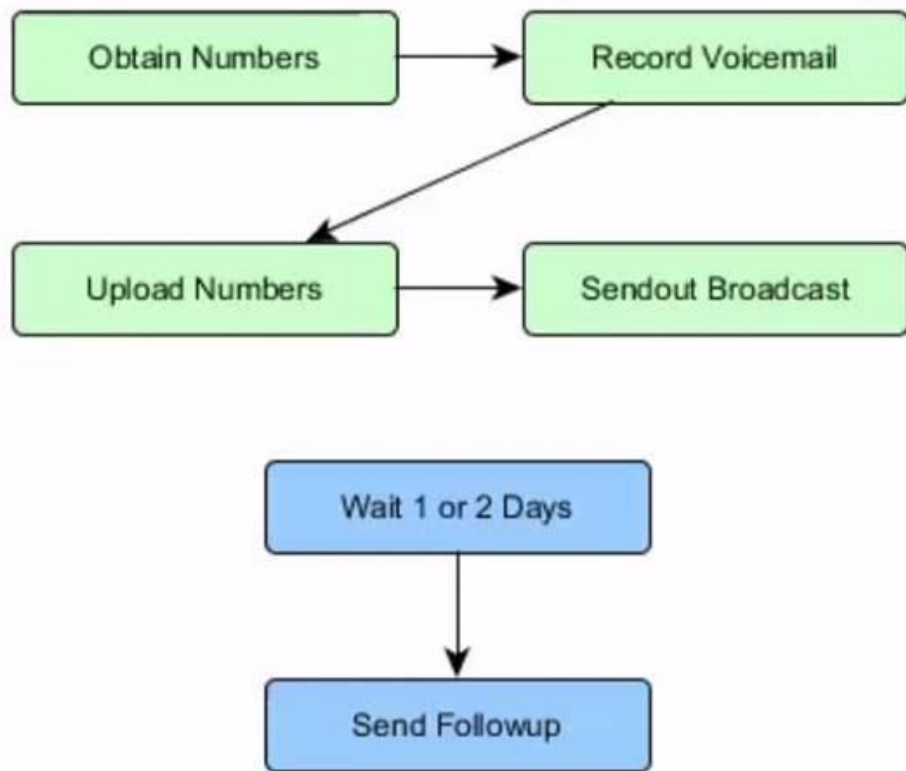
Now it's time to upload your numbers into the system.

The system we are going to recommend you use is Leads Rain
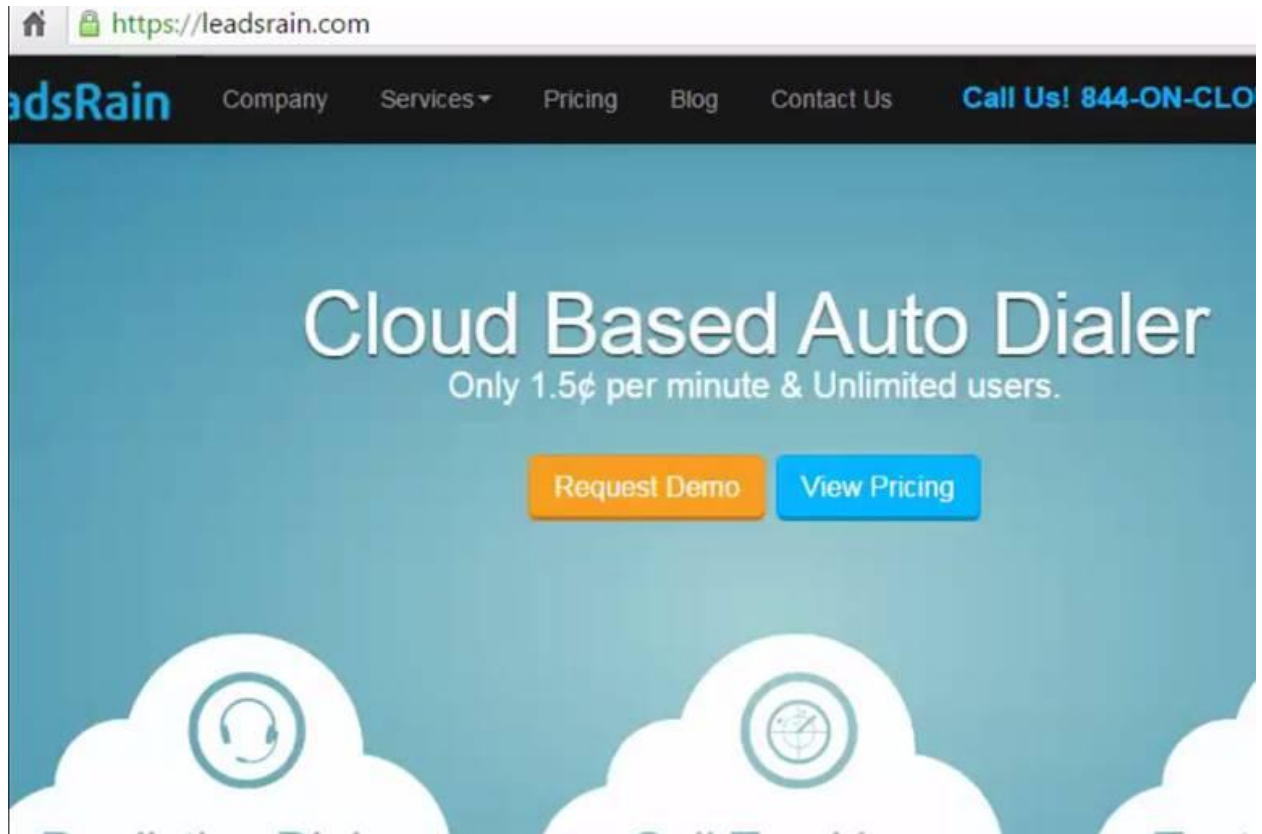
Leads Rain is a cloud based auto dialer system

www.LeadsRain.com

There are other companies you can choose from but we prefer Leads Rain because they don't require a massive campaign in order to get the same low prices.

For example some companies may require you to order 100,000 drops to get the $0.05 per drop price, but with

Leads Rain there is no minimum campaign to get that low price.

Pro Tip #3: Take a small sample of say 500 leads. Write the best message you can think of. The first one you think of is very rarely the best. Write down 10 messages. Get some feedback and choose the best one. Send it to the 500 and record the results.

The stats you want are what time you sent it. What the message was. How many people you sent it to. How many responded. How many desired results you got (sales, signups, views, recruits etc) Then change the message slightly.
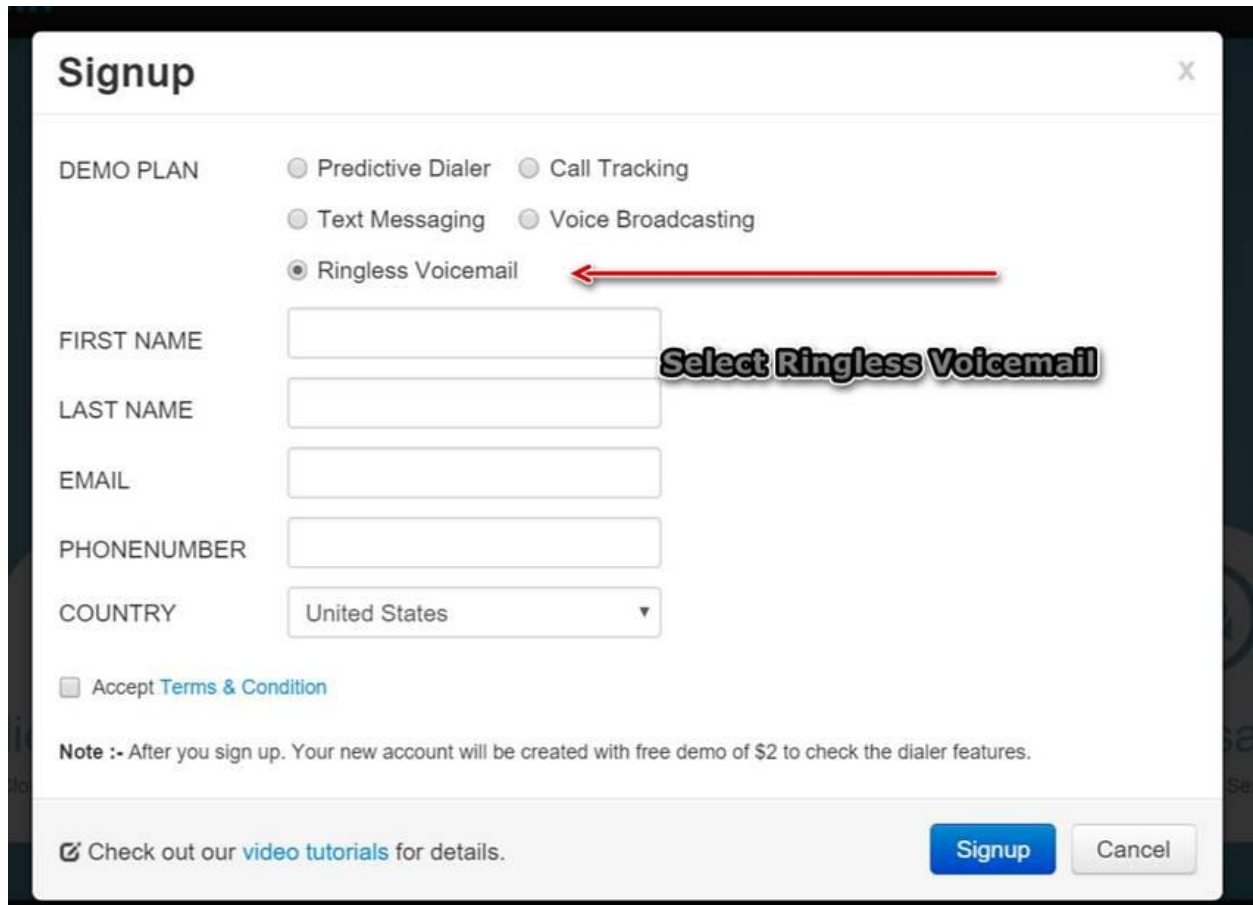
Only make one change in each test. Then rinse and repeat. Do this 5 to 10 times until you have a message that is producing a positive ROI (return on investment)

When you have that, increase the number or people you are going to send the message to. Now you should be really rocking it! Leads Rain have excellent customer service. Tell them Apache Leads sent you and you will be sure to get VIP treatment

Sign Up

The first thing to do is click on the Sign Up button and create your account. You will notice they also have other services.

We don't recommend you use those especially predictive dialing. It is, of course, up to you though. If you want to use the other services, be sure to get the relevant training from Leads Rain

Select "Ringless Voicemail" and complete the sign up form. Press the Signup button when the form is complete.

The phone number they are asking for is in case they need to contact you for any reason, it's not necessarily the phone number you will be using in your campaigns.
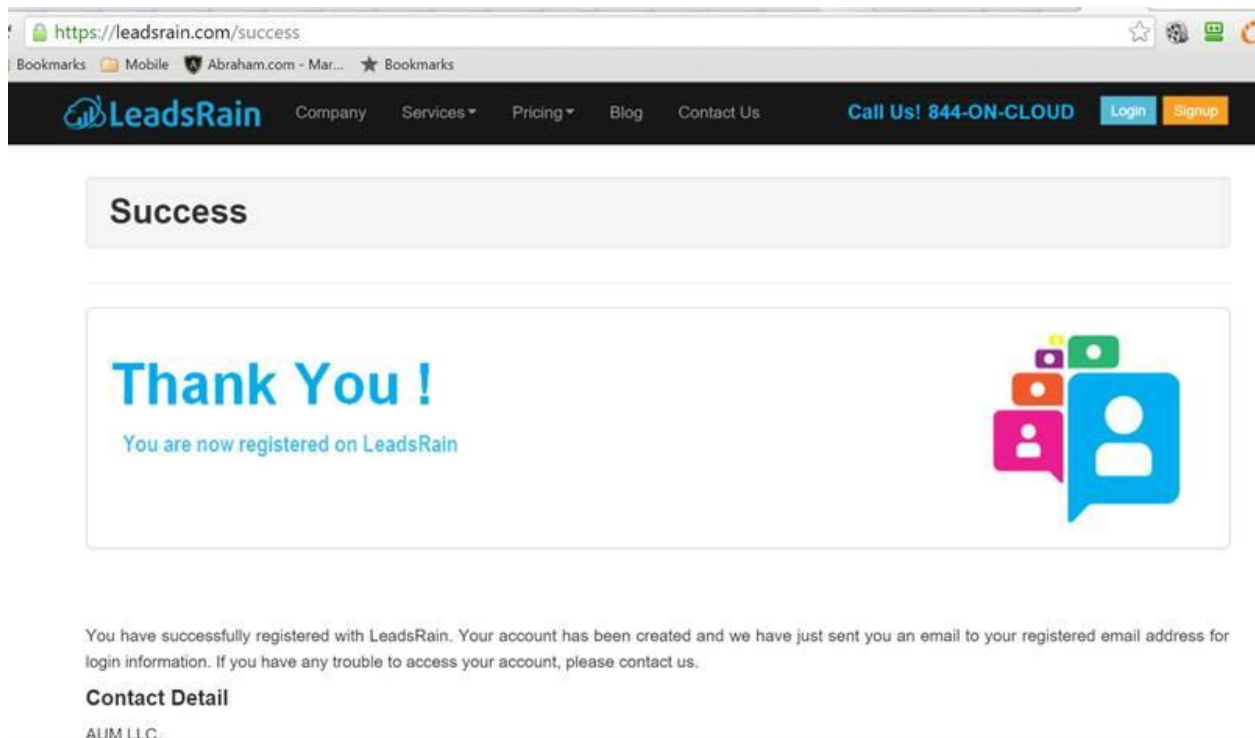
After signing up you will see the Thank You page.

NEXT you will receive an email with details about accessing their Ringless Voicemail Messaging service. If you do not receive the email after 20 minutes, please contact their support.

Buying Credit

The prices mentioned below were current at the time of writing this course. They may have varied by nowLog into the billing section: https://leadsrain.com/billing

They accept PayPal which usually means you can also use your card if you do not have a PayPal account and I sure wouldn't blame you if you didn't.

As you can see from the screenshot you have a wide range of payment amounts. Of course choose whichever one you are comfortable with. This is all pretty risk free as Leads Rain offers refunds if for some reason you change your mind. In any case, select the amount you want and proceed through the PayPal payment process.

You will then have that amount credited to your account.

This really is a very inexpensive system, it's only $0.05 per successful voicemail drop. For example if you leave a voicemail on 100 numbers, that's only going to cost $5.00! You could expect around 25 calls for $5.00. That's pretty hot leads for pennies.

If Leads Rain are unable to leave a voicemail to a

number, you are not charged. You are only charged for successful VM drops deliveries.

That's a mighty good thing!

If you wanted to invest less than $100, say $50 or even $20, hit them up on chat and see if they will go for it.

DO NOT LOG INTO THE DIALER
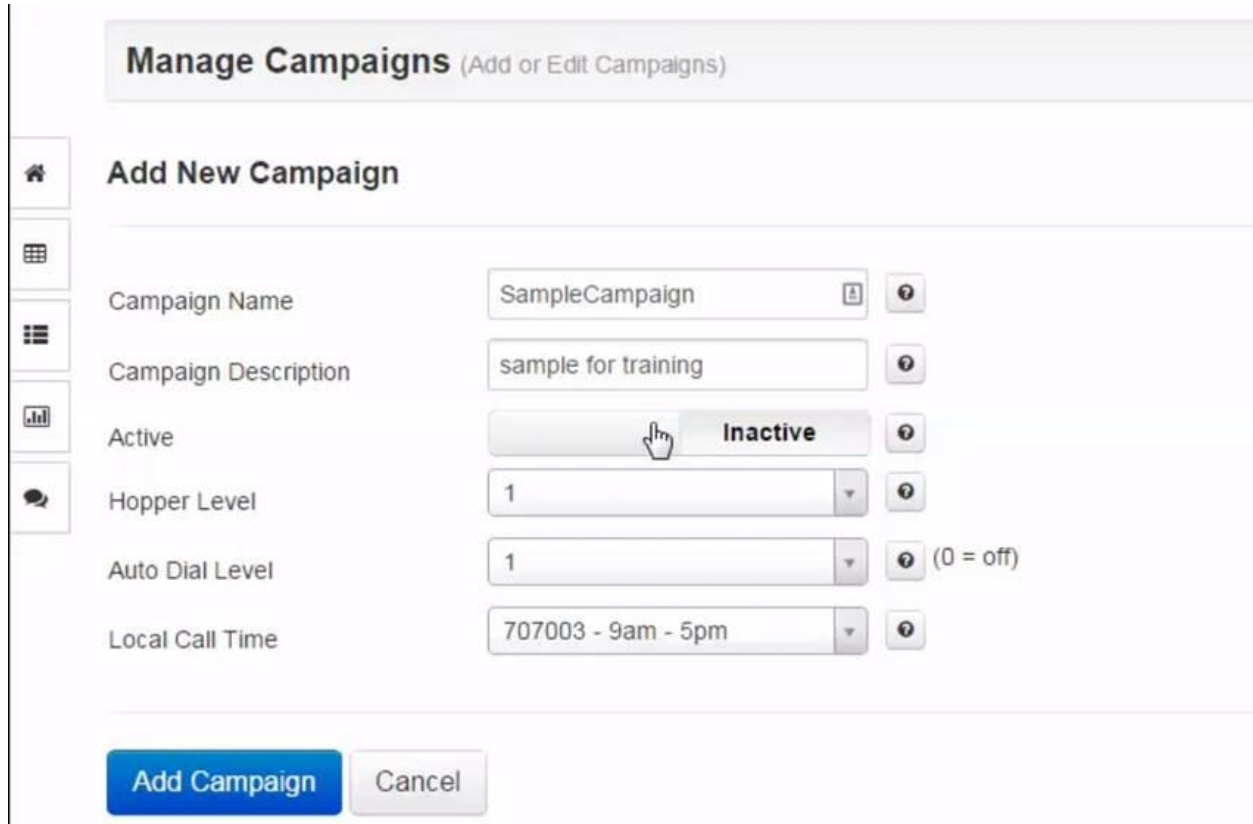
Don't click the login in to dialer button. The Ringless Voicemail Drop is a separate section. The correct login area should be in the welcome email you received from Leads Rain, if it's not, then contact their support.

Add Campaign

After logging into the ringless voicemail section you will click on Add Campaign. This is where you will be setting up your first or new campaign.
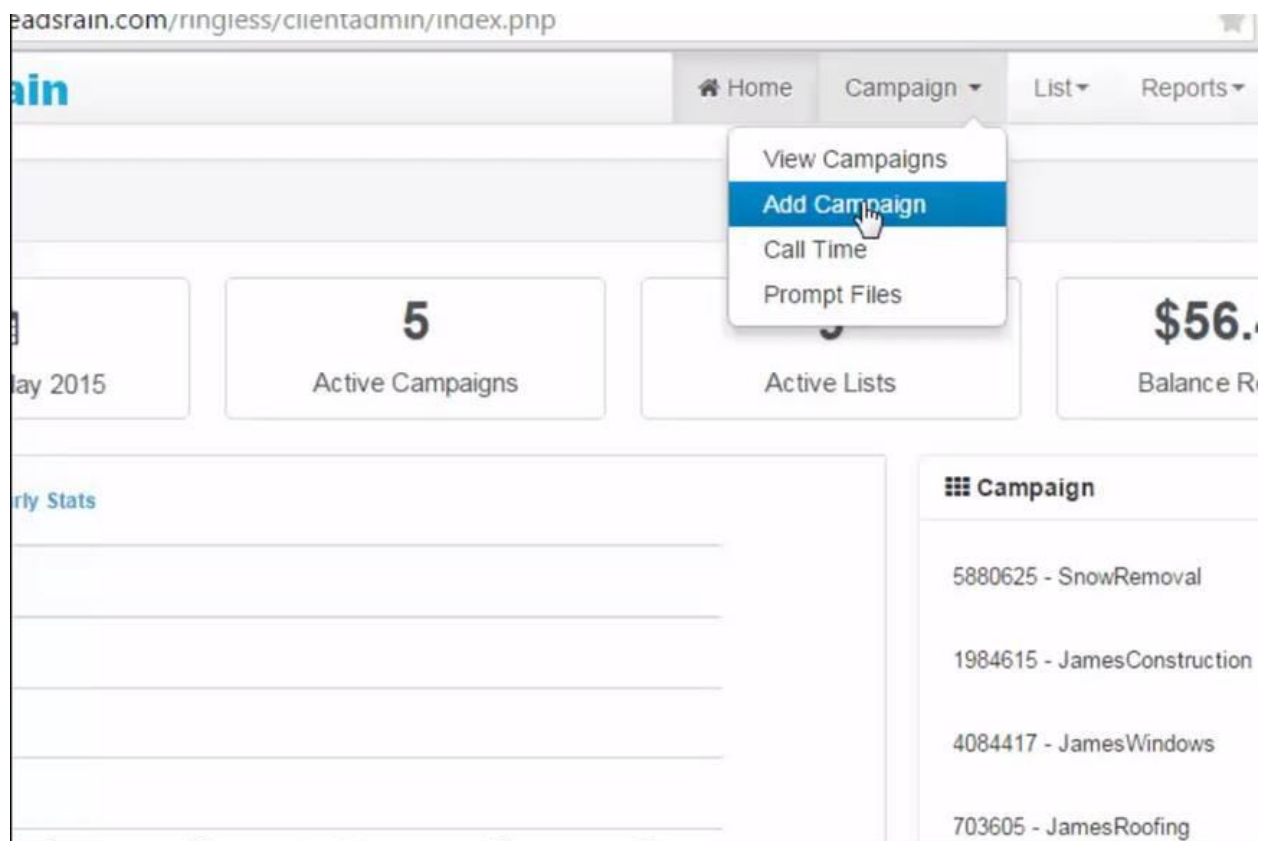
Then you will proceed to enter you campaign information

We've called this one "Sample Campaign" and the description "sample for training". You can call your campaign anything which makes sense to you and something you will know right away what it means. Could be something like Amway Prospects New York.

At this stage it is best to set the campaign to INACTIVE.

This will avoid any accidental sending of the campaign before it's ready to go.

→ **Level:** Leave set to 1

→ **Auto Dial Level:** Leave set to 1 unless you are a call center or have a lot of folks ready to take calls

→ **Local Call Time:** This is NOT your local time. This is the local time for the prospects.

For example if you are in California and you are going to be campaigning to prospects in New York , you would set this as the local time in NY.

When you are happy with all the above click the big blue button which says Add Campaign.
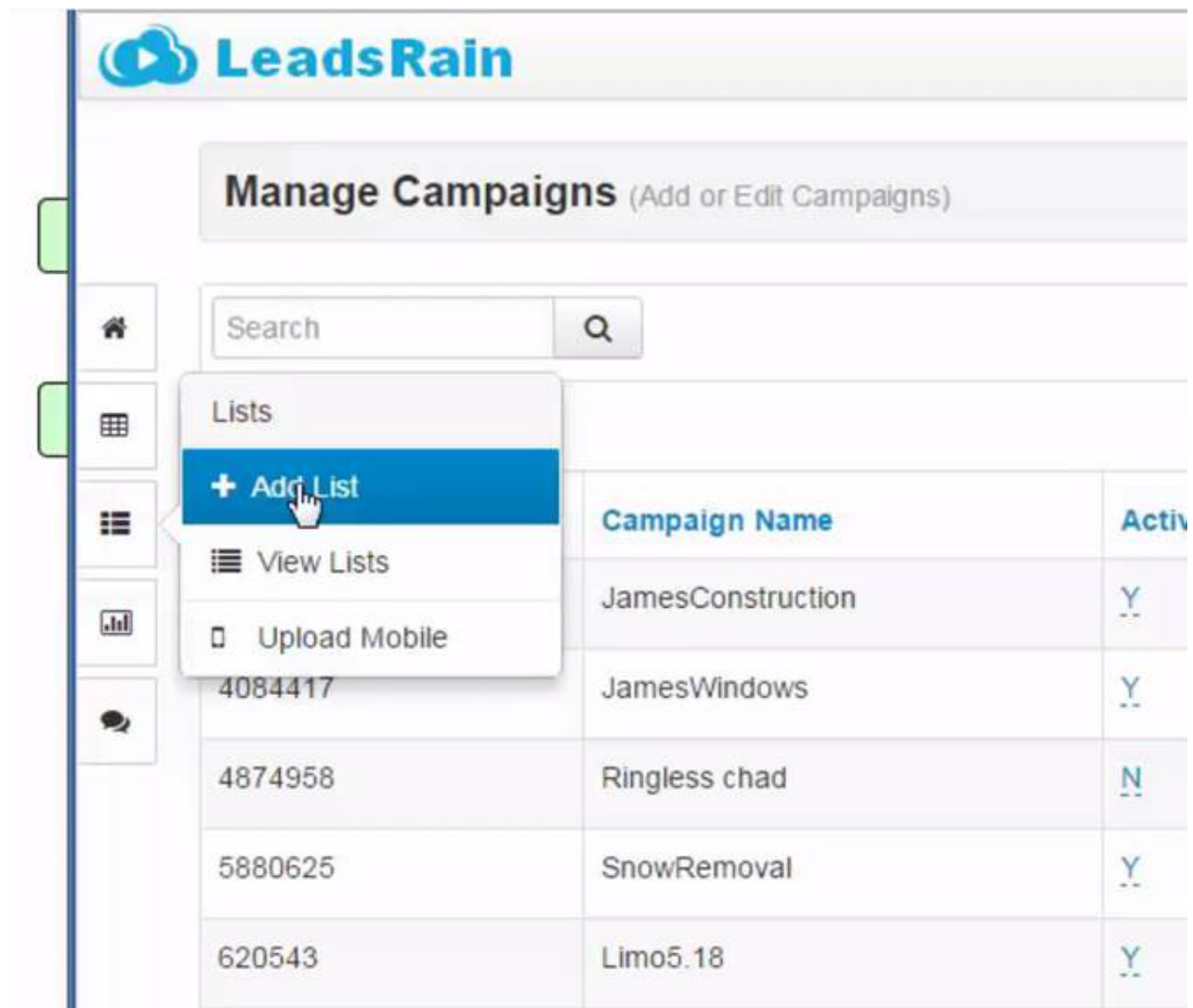
After clicking the big blue Add Campaign button you will get a green message saying Success! Campaign Added

and a number.

That number is associated with the campaign. If you need to contact support about a campaign, they are going to ask you for that number

Adding A List

Now you are ready to add a list. This is where you set up the name of the list where you will upload your phone numbers to the Leads Rain system.

As you can see from the screenshot above, you select Add List under the List menu. What's cool is you can add more number later to any list you have.
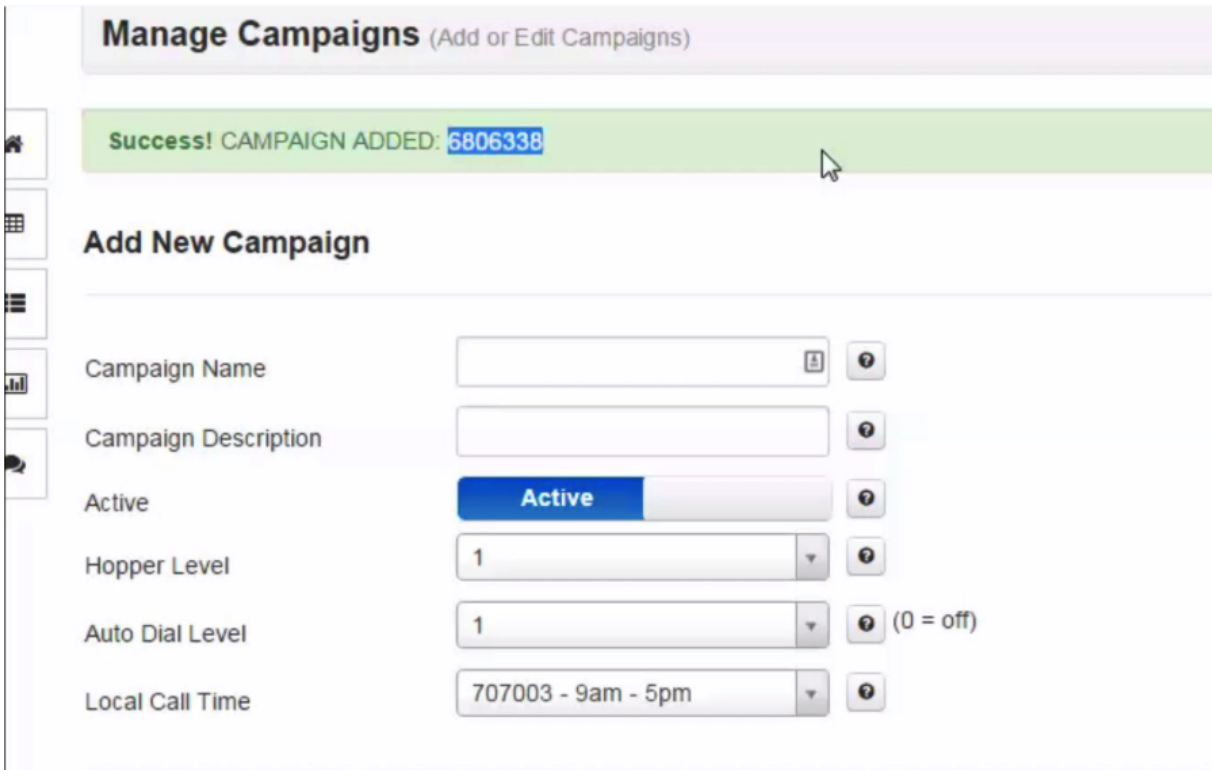
Name your list. As you can see we named ours "Sample Training List". Then you need to attach the list to a campaign. In our example we are selecting the Sample Campaign we made earlier. You will attach your list to the campaign you made earlier.

In other words, you are telling Leads Rain which campaign the list is associated with. When you have the

name of the list and the campaign then press the blue
button called Add Campaign

You will see the green success bar and the number
associated with that campaign

Adding Your Numbers

Now it's time to add your numbers to the list you just created.

➜ **List ID:** That's the number and name of the list you want to use for this campaign.

➜ **Phone Code:** Select the country the people on your list live in

➜ **Lead Duplicate Check:** Select the middle one which is Check for duplicates by phone in list.

➜ **Lead Time Zone Lookup:** Select Country Code and Area Code Only

When all those items are selected, click on Choose A File This will be the file on your hard drive which contains your list of phone numbers.
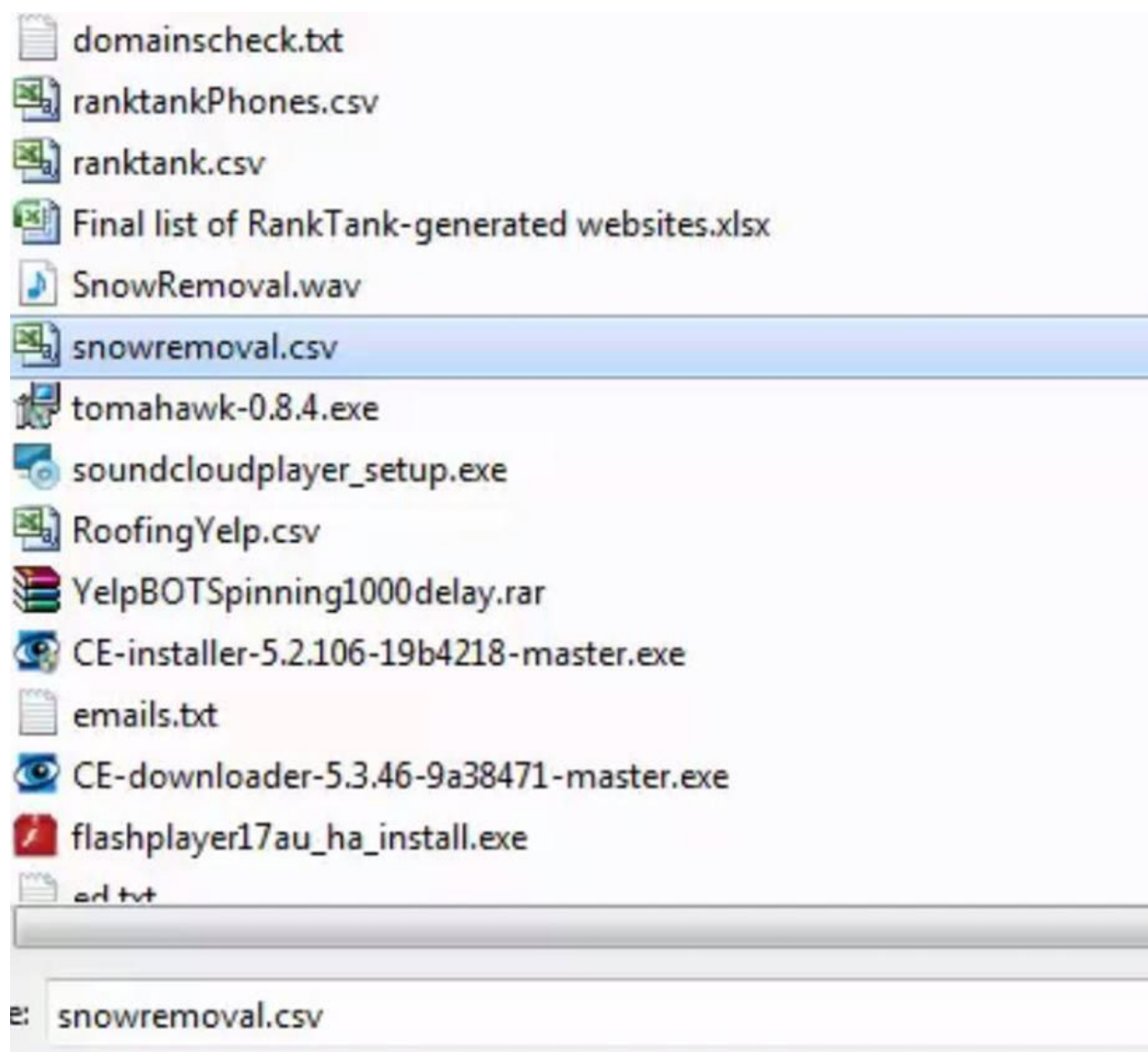
In our example we chose snowremoval.csv Make sure you are going to be importing a CSV file. If you purchased your mobile leads from Apache Leads your file will be in CSV format. If you have Microsoft Excel you can save any spreadsheet as a CSV file.

When you have selected your CSV file of phone number, press the blue Submit button

Upload Numbers (Mobile Numbers Upload)

Success! Lead successfully uploaded.

Info! Lead Detail

- Total Records = 609.
- Mobile Records = 116.
- Not Mobile Records = 209.
- Bad Records = 265.
- Duplicate Records = 19.

List ID	-- Select List --
Phone Code	-- Select --
Lead Duplicate Check	NO DUPLICATE CHECK
Lead Time Zone Lookup	COUNTRY CODE AND AR...
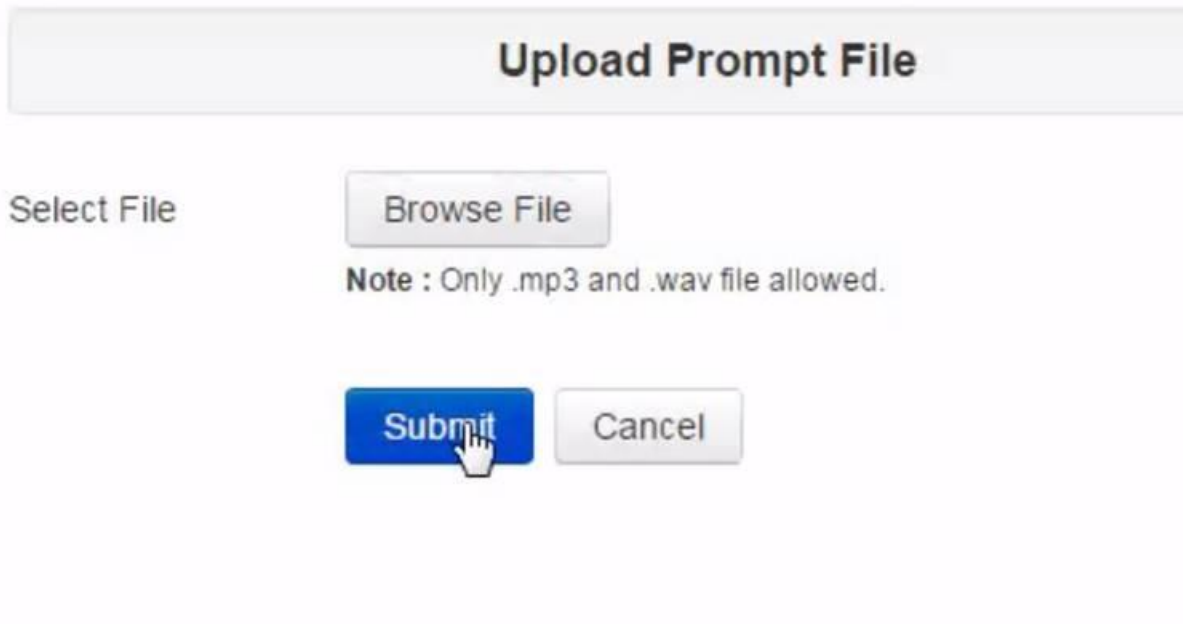
After uploading you will get the usual green success bar. But what is important on this screen is the information in the blue highlighted area.

Lets run through that, bearing in mind the list we uploaded was pretty rubbish.

➜ **Total Records:** the total number imported

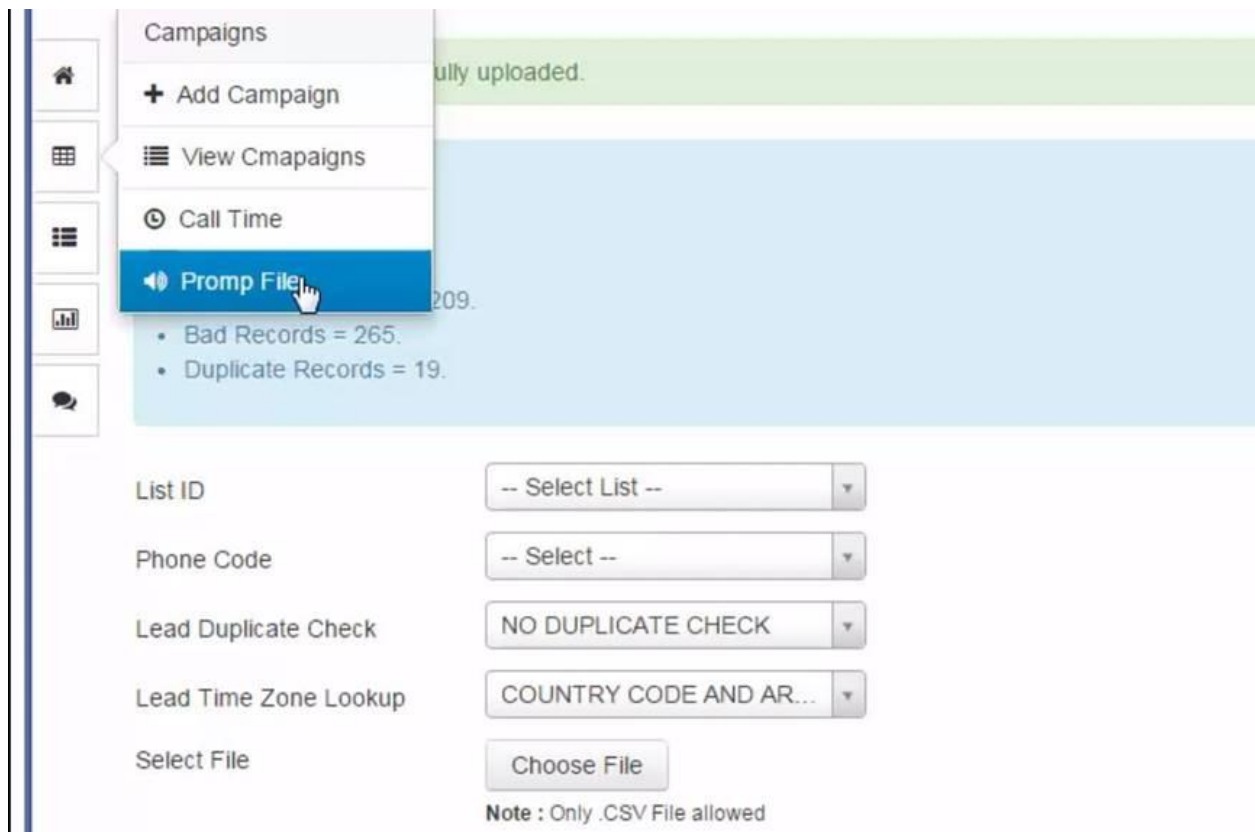➜ **Mobile Records:** the total number of records which are real and useable phone numbers

➜ **Not Mobile Records:** these will be landlines

➜ **Bad Records:** these numbers are all bad, they may be wrong numbers or have no number characters mixed in or even blank

➜ **Duplicate Records:** the system removes any duplicates for you

Upload Audio File

The next step is to upload your audio file so the campaign has a message to drop onto your prospects voicemail.

To do this, select the Campaigns menu tab and select Prompt File

Upload Prompt File

Select File   Browse File

Note : Only .mp3 and .wav file allowed.

Submit   Cancel

Select browse and grab the MP3 or WAV file you made earlier with Audacity. Then press the blue Submit button

Then once you have uploaded your audio file it will be always stored on Leads Rain along with any others you may upload for different campaigns or for testing which is the better message.

Add

File Name
SnowRemoval.wav
JamesWindows.wav
JamesRoofing.wav
JamesConstruction.wav
limoBlast.wav
yelpblast01.mp3
Total 6 items

Above you can see the different audio files stored for this account. This is a big time saver for when you are running campaigns which can reuse the existing audio messages.

Edit Campaign

Now we are in the home straight and nearly ready to get this campaign out there. There are just a couple of things we need to do first.

So go to Campaigns and then Edit Campaigns. Select the campaign of course.

Section1	Section2	Section3

Campaign ID	6806338	❓
Campaign Name	SampleCampaign	❓
Campaign Description	sample for training	❓
Active	**Inactive**	❓
List Order	DOWN ▾	❓
Hopper Level	1 ▾	❓
Campaign CallerID	-- Select -- ▾	Add
Auto Dial Level	1 ▾	❓
Voicemail File	-- Select -- ▾	❓

Save Changes   Cancel

List Order: This determines how the system will run through your list. From the top down is fine unless you particularly want Leads Rain to go in some other order.

Next thing is to select Caller ID. Now if you want the prospects to be able to call your phone back or even text a message back you need to put the number in Caller ID.

So a real number for the phone you want the prospects to call is what you put in here. Make sure it's a working number. See the screenshot below

➜ **Auto Dial Level:** Leave it set on 1

➜ **Voicemail File:** Select the audio file you uploaded earlier
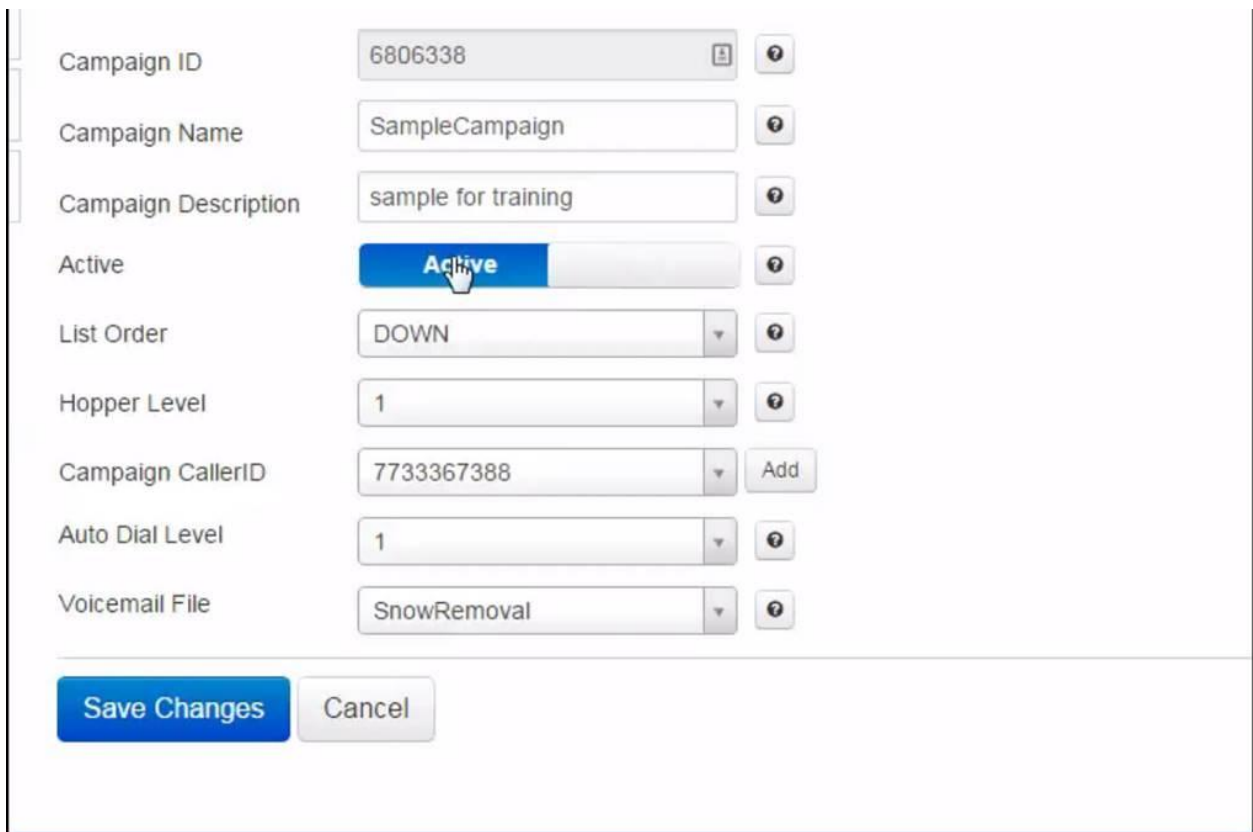
Then click the blue Save Changes button

Your campaign is now ready to go. You might have noticed at the top of the page that I haven't mentioned Sections 2 and 3.

Feel free to look in them but there really isn't anything you need to change or do in those sections. Until you become more expert with the system, best to leave them along

Activating Your Campaign

OK your campaign set up is complete and ready to roll. So one thing we need to do, we need to switch on the **ACTIVATE** button

Remember to click the blue Save Changes button after activating the campaign.

At the time of writing, the campaign will need to be checked by Leads Rain to make sure it's all set up correctly. To speed that up copy the Campaign number and paste it into a chat message.

The chat is down there in the bottom right hand corner of every page on Leads Rain. Tell them you have set up 'campaign (the number here)' and to start sending the voicemails.

They will check it very quickly and get it going for you.

Reporting

Leads Rain has reporting so you can watch it in real time delivering the voicemails or, of course come back later and see the results

| 2015-05-27 📅 | --Select-- ▼ |

View Report

Status	Description	Calls	Total Time	Avg Time
AF	Attempt Fail	39	0:0:41	0:0:1
VS	Voicemail Sent	165	2:8:20	0:0:46
Total	2	204	2:9:1	0:0:47

Call Status Detail

■ AF
■ VS

19.1%

The above example of reporting shows you fails which could be the voicemail box was full or not working but you are not charged for fails.

Below that are the successful drops, which is what you do get charged for.

The important thing to note is by watching it in real time you can gauge very quickly how well the campaign is performing by the number of calls you are getting.

If the campaign is only half way through and you have already received 15 calls then its doing well and you better be prepared to take calls for the next few hours.

When you notice the calls dropping off, then it might be time for you to run another campaign so you stay busy on the phones.

Message Templates

Following are a bunch of really good message templates put together by our recommended service provider Leads Rain. [You can find the full article here](#)

Ready to use Message Templates

Warm hooks

While starting network marketing, you are more likely to draw up a list of people you know. This is the first step in stepping into network marketing. These templates hence are designed to facilitate an ice breaker and get the ball rolling.

"Hey! I would love to have you look at my new business."

"Hey, Are you still unsatisfied with your job? I came across a low-risk business opportunity for us."

"Are you still looking for a side hustle without risking your job?

I may have found something that might work with you."

"Hey, Remember our conversation about _____ (unhappy situation).

I think I found a solution to it."

"Hey, I found a hustle that pays well, come swing by this weekend."

"Hi, You may remember me as _____ (your previous/current job role), but that's not enough to make ends meet. Found an amazing side income stream that does." – this works amazing for past colleagues.

"You were one of the first people I thought about when I came across this opportunity. Take a look."

"Found a business opportunity that might interest you. Call me when you get free."

"Hey XXXX, remember you wanted to diversify your income streams? I found a low-risk opportunity that might allow you to do just that. Take a look."

"Hey,You are one of the smartest street smart people I know. I would love it if you could take a look at this business opportunity once."

"I started a new business that I want you to look at. Do let me know your thoughts on it"

"Hey, there was an opportunity that I wanted to run by you. I am new to it and would appreciate your guidance"

"Hey, I know you are pretty streetsmart. Would you help me poke holes in my business idea?"

"Hey, there was an opportunity that I wanted your opinion on."

"Hey, I have set up a new business. If you are up for it, I have a good opportunity for you."

"Hey, I finally found a steady side income stream!"

Cold Hooks

"Hey, Are you looking for a change in career direction?"

"Hey,Want to have your cake and eat it too?"

"Want to do business without leaving your job?"

"Want to make an additional income from home?"

"Hey, have you ever thought about working for yourself? I have an opportunity you would love"

"Want an opportunity that doesn't need huge commitment?"

"Hey, I have an opportunity that lets you dip your toes before jumping. Call XXXX to find more."

Mobile Leads Ninja

Conclusion

Now you have come to the conclusion of this course. You can now confidently conduct Ringless Voicemail Drops using the [Leads Rain system](#) and [Apache Leads](#). If you feel you would like some more videos to round out your knowledge please go to YouTube and search for Leads Rain.

USE THIS COUPON CODE: **TAKE20**

We made it very easy for you to get your 20% discount …

1. Choose your leads country below, go to the sale page and click the buy button. Alternatively you can also order from your Apache Leads manager account.

2. From the checkout page simply enter the coupon code: **TAKE20** and the discount will be applied to your order.

US Leads Australian Leads

The Final Word

I truly hope you have enjoyed this training and that you put it into action. Only taking action brings results.

Many of my clients have decided they would like to accelerate their results. To do this they have joined my [Go Getters Club](#). It's NOT for everyone. It's for a very select few people.

To give you a clue it's for those who are willing to be teachable, willing to do the work and truly want to get to the top of the company in the next 12 months.

Honestly, it beats me that some people want to spend years and years growing their business when they really could do it in the next 12 months. I did it in only 90 days. You might be capable of doing that as well.

Discover more about [Go Getters Club](#) and maybe we will see you on the beaches of the world, much sooner!