



Selling

BY WEBINAR

WEEK TEN

90-Day Difference

WEBINAR CREATION TIPS

HOW TO HOST THE *Perfect Webinar*

WHY SELL BY WEBINAR?

EDUCATE

You get to educate before you ask for a sale.
You want to provide such insane value that people want what you offer.

CONNECT

Viewers get to learn who you are so they can know, like & trust you before purchasing.

CREDIBILITY

They help you grow your brand awareness, authority & build your list.

SPEED

A webinar will speed up your sales process because someone who is truly interested will register, therefore giving you a more targeted audience.

PLATFORMS TO RUN YOUR WEBINARS:

FREE & SIMPLE

Zoom
Facebook Live

MEDIUM PRICED

Streamyard

MOST ROBUST

Webinar Jam \$499 Per Year
GoToWebinar \$89 Per Month

BENEFITS TO ROBUST WEBINAR SYSTEMS:

They capture emails.
They send reminders by text and email.
They send follow-up emails.
There is a simple to watch chat.
You can mute your audience or hide numbers of viewers.
You ultimately have more control, but they come at a premium price.

THE PERFECT WEBINAR

Russel Brunson Is The Creator Of The Perfect Webinar

PERFECT WEBINAR

INTRO

- ① Bold Promise (Ruler)
- ② Hook To End
- ③ Command Attention
- ④ Qualify Yourself
- ⑤ Future Pace

CONTENT

The ONE Thing

Secret #1

Secret #2

Secret #3

Break and Rebuild Their Belief Patterns

LET ME ASK YOU A QUESTION

STACK



CTA

CLOSES

Money Is Good
Information Alone?
Us VS Them
Only Excuses

Disposable Income
Money or Excuses?
The Hand Hold
Reluctant Hero

Money Replenishes
Your 2 Choices
Say Goodbye
If You Only Got

Break Old Habits
Their 2 Choices
Now & Later
Close Close

OTHER GREAT WEBINARS

Some Of The Best Webinars To Watch & Learn From:

Dan Henry

Russel Brunson

Steve Larsen

Marley Jaxx

Michelle Cunningham

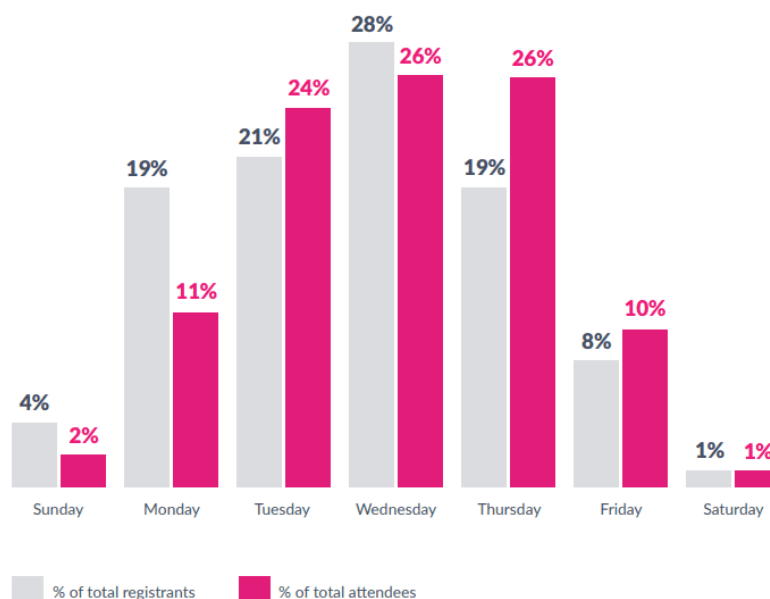
CONVERSION RATES:

44% of people who sign up will actually attend
10% on average, of people who attend will purchase

BEST TIME TO HOST WEBINARS:

Weekdays 11 am - 2 pm EST

What days are best for webinar registrations and attendance?



MY WEBINAR SLIDES

My Gift To You Is My Entire 136-Page Webinar Slides.
Pure Gold!!



The Ultimate Guide to Hosting Facebook Live Events

A Sure Fire-Way To Generate New Leads, More Sales & New Reps
(Without Leaving The Comfort Of Your Home)

TO ACCESS ALL THREE VERSIONS:



There is a powerpoint, keynote, PDF versions available to you.

WEEK TEN

Homework



Register & watch several webinars.



Decide what product you will sell by webinar.



Come up with your webinar outline.



For free images, you can use Unsplash.com, Pexels.com or Pixabay.com. Or purchase your own.



Create your webinar slides after your course is created.

There is something insanely magical about clicking 'End Broadcast' after delivering a power-packed webinar.

And then logging into your payment platform to see \$5,000+ roll in instantly.

My Notes From

W E E K T E N

