

# November Webinar: How to Generate More Leads





# What we'll be covering



- How to Generate Website Leads
- How to Manage New Leads
- Common Intake Mistakes
- Accountability Matters
- Voicemail
- Best Follow Up & Intake Practices
- Getting Users to Pick Up the Phone





# How to Generate Website Leads

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- Safety in Numbers
- Trust the data
- Money Makes the World Go Round
- (\$hameless Plug) Use Live Chat



# Getting Users to Pick Up the Phone



(512) 712-6977 (512) 865-5511 (512) 906-4311  
(512) 926-3874 (512) 987-7307  
(512) 977-5340 (512) 871-3315 (512) 981-0059  
(512) 069-3846 (512) 999-7503  
(512) 22-9255  
(512) **512-LAWYER** 34-1308  
(512) 243-9266  
(512) 768-4904 (512) 790-6771 (512) 455-0969  
(512) 092-4845 (512) 988-4123  
(512) 347-8160 (512) 903-8895 (512) 026-9816  
(512) 141-5180 (512) 755-2711



# How to Manage New Leads



# PROCESSES!





# Accountability Matters



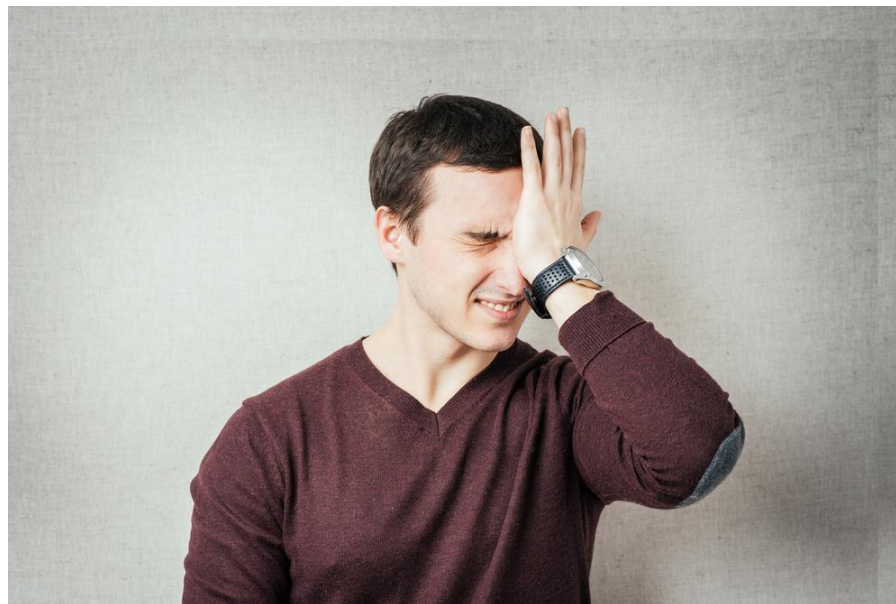
- Who are your all-stars?
- Why are they your all-stars?
- How are you creating new all-stars?



# Common Intake Mistakes

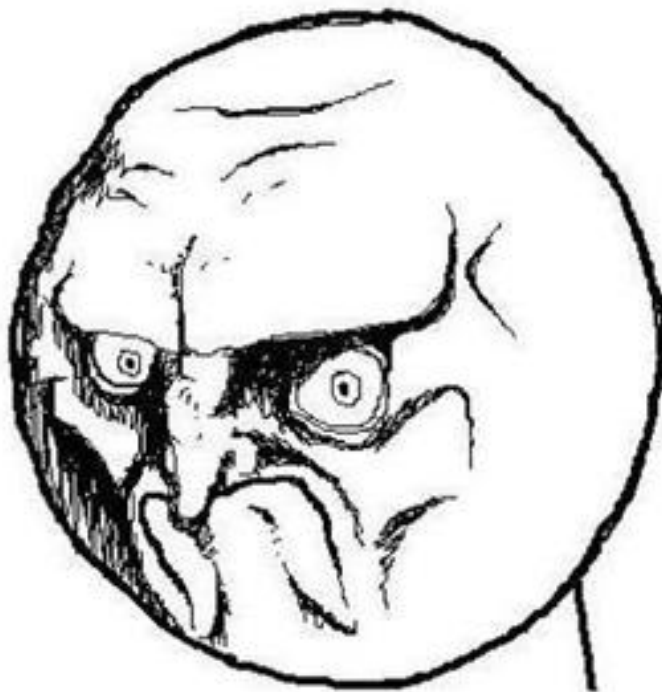


- How fast is too fast?
- A-B-C
- Debbie and Eeyore





# Voicemail



**NO.**





# Best Follow Up & Intake Practices



- Follow up ASAP.
- Follow up multiple times.
- Close them ASAP.
  
- Create a script.
- Objectively measure results.
- Encourage the good, teach the bad.
  - Get rid of the Eeyores.
  
- Outsourcing is not a dirty word.



# Questions?

