

One-on-One Appointments



DFS Marketing Inc.

Work less and make more money!

- Identify, connect, and meet individually with your preferred clientele.
- The personal and intimate nature of these appointments appeals to the affluent demographics segment.
- Meet face-to-face with pre-screened and motivated prospects.
- Gain exposure to thousands of households in your area.
- Flexible scheduling appeals to your target audience.
- Quick turnaround time, average appointments start in less than 2 weeks!
- Compliance friendly (No Presentation).

Different than seminars, this model is based on a targeted methodology which offers an easy way to meet with qualified prospects. Its Turn-Key lead generation and one-on-one concept allow you to have personal interactions, begin forming relationships with people that do not traditionally frequent seminars, and help you be selective in the people that you target and meet.

Our one-on-one concept has been utilized more than 2,500 times in the past 5 years and is a proven way to reach new potential clients, influence their buying decisions, and differentiate your products and services.

RSVP service available 24/7, that will prequalify the candidates and set the appointments according to your schedule. The average campaign has yielded between **17-25 phone calls and 8-12 qualified appointments.**

How it works:

1. We customize a high-quality mail piece for you, with a compliance-friendly presentation if necessary.
2. We perform a targeted demographic screening to locate qualified prospects in your area.
3. We send out your mailers, inviting prospects to a one-on-one appointment conducted from your office or their homes. The draw for meeting with you is a \$100 gift card to a local restaurant.
4. Interested prospects will call a 1-800 RSVP service dedicated to you, and set up appointments according to your schedule. The service is available 24/7, always answered by a friendly attendant.
5. Prospects who call in will be screened for a minimum amount of investable assets that you determine (e.g. \$50,000 or more). If an individual does not qualify, you can still pursue them as a lead. ***An Income-Producing-Assets screening is also available for an additional fee***
6. You receive a personalized login to a database to monitor your results, view contact information, and listen to the recorded conversation of prospects setting the appointments with you.
7. Once the mailers hit, you can expect to see appointments within ten business days. All we encourage you to do is make the confirmation calls to establish a rapport with your potential clients.
8. If you need help conducting these meetings, we can offer you personal coaching as well!

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