

SendLoop (\$65k in 45 days)

Status update 🗑️ Done 🕒 Nick NK

▼ Cem Hurturk <cem@sendloop.studio> 2 hours ago
To: Nick Kozmin <nick@salesprocess.io> ← ↶ → 🗑️

Hey Nick, how are you doing?


I've been silent for the last two months not because I gave up :) I was quite busy challenging with linkedin prospecting... Let me summarize where I am right now...

Briefly, I closed \$60,000 ACV sales in the last 45 days... Thanks to your training program...

1. This \$60k ACV didn't come through Sendloop Studio :) I couldn't acquire any customers to Sendloop Studio. Had several challenges and barriers.
2. This \$60k ACV came from our Sendloop business. At Sendloop, we released MDS program (<https://sendloop.com/managed/>) and offered it as a value-added service. It worked very well.
3. Facebook Ads didn't work very well, therefore, we are just running retargeting on Facebook right now.
4. But, LinkedIn prospecting works well...
5. But our primary acquisition source is organic visits. Yes, in some way, visitors coming to our homepage organically converts better. What we do is, we don't hind behind our website. We show them a demo/intro booking calendar and ask them to book a free session. Every week, I'm doing 4-6 calls. I know, it's low. But I will focus on increasing brand awareness so that I can drive more "organic" visits to my homepage.
6. And, also I'm working on a \$50k ACV deal right now, which is a new product we're going to release: Sendloop On-Premise (email marketing software which runs on the customer server. Ideal for governments and enterprises).
7. Therefore, I'm working on a new landing page (<https://sendloop.com/info/>) which collects all our four products/services under one roof... What do you think? Can you please check <https://sendloop.com/info/> share your thoughts with me? The copy is still dummy, working on the copyright now.
8. Quick question: On this /info/ landing page, we will promote four different solutions and then ask the visitor to book a strategy/discovery session with us. After asking several questions during our call, we will identify his need and offer the right service to him. What do you think?

Yes, that's all for now. I will keep you updated in the coming weeks.

Regards,
Cem Hurturk



Cem Hurturk
cem@sendloop.studio
Co-founder
[Facebook](#) | [Instagram](#) | [Book a Call](#)

Sendloop Studio
"We help agencies become email marketing heroes and make their clients succeed."
<https://sendloop.studio>

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Therefore, I'm working on a new landing page (<https://sendloop.com/info/>) which collects all our four products/services under one roof... What do you think? Can you please check <https://sendloop.com/info/> share your thoughts with me? The copy is still dummy, working on the copyright now.

Quick question: On this /info/ landing page, we will promote four different solutions and then ask the visitor to book a strategy/discovery session with us. After asking several questions during our call, we will identify his need and offer the right service to him. What do you think?

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AdvisorStream (\$0-\$3M ARR)

"We had just raised \$1,100,000 in seed financing, we had a good product, a great market, and some beta customers. We needed to get the product in the hands of more people and achieve scale.

However, our message wasn't resonating. We had enterprise deals in the pipeline, but they were taking longer than expected to close. We tried selling direct, but we were unable to get success. We needed to get to our first million ASAP.

We were referred to Nick by one of our board members, and we decided to start working with him to build out our sales funnel. He helped with messaging, sales scripts, ads, landing pages, comp. structure, CRM integration, hiring, investor decks, financial forecasts and analysis, capital allocation, channel partner agreements and the customer success process.

The results were incredible.

Within 12 months, we grew to over \$1M annual recurring revenue. The funnel worked and it was profitable.

Because we had traction, we were able to close larger enterprise deals and sign healthy channel partner agreements.

We are now cash flow positive and growing fast using the systems Nick helped build.

Nick continues to consult with us."

Kevin Mulhern, Founder and CEO @ AdvisorStream



CoPilot Advisor (\$0-\$1M ARR 11 Months)

"We finished building our product and we had some initial traction with beta customers. We raised a little less than \$1M in seed financing and we needed to prove out a profitable distribution strategy to justify the model. We had no proven sales strategy. Our close rates were low and our lead volume unpredictable. We were getting worried.

We started working with Nick after hearing about what he did for AdvisorStream. He built out our inside sales funnel, and our lead generation campaigns. The results were great.

Our outbound prospecting lead capture rate went from .5% to 2%,
Our paid cold traffic campaign lead capture rate increase from 4% to 12%,
Our demo booking rate increased from 20% to 40%,
Our demo closing rate went from 10% to 38%.

With the funnel fully built, sales will catch up to our expenses in 6 months or less. This means we can raise serious capital and scale on the backs of real revenue and strong growth.

Whats even more impressive is that Nick has continued to figure out how to lower the CAC. With a fully automated funnel we are now able to confidently close channel deals and send people through the funnel at scale.”

Henry Bee, Founder and CEO @ CoPilot Advisor/Cassia Research



Press Advantage - \$0-\$400k ARR 3 Months

Added 72 customers

\$37K

Story of Revitalization: 4 yrs ago

Before: 1/mo or less (6 customers in 12 months)

Scratch \$0K w/new offer to \$37K MRR (started Jun 22, 2018) in 3 months!!!

Oct 2, 2018

“It definitely exceeded my wildest expectations, when you and I first talked, as is going to be the case, when you’re talking about any higher price offering, you want to know whether you’re going to get the results.

I figured, this will pay for itself over the span of a couple of months. But obviously, it has more than paid for itself more than a couple of months. And being a subscription based company, all of this is recurring revenue so

Press Advantage: DFY press release service. We focus mostly on SEO agencies, people doing SEO for themselves, as well as e-commerce platforms and brands. It's not the press release service that's going to get you into the NY Times.

This is all about ranking benefits and visibility which is a very important thing that potential customers need to understand, that this is not going to get you into the Times.

We started 4 years ago. We partnered with a marketing partner that did a really good job early on.

We did a lot of JV offers and did tons of press releases. It was working great. There was some conflict and disagreements. It kind of froze. We continued to fulfill and take care of existing customers and the occasional referral.

But literally for about 3 years, we did nothing from a marketing perspective and sale perspective.

Our service is so compelling, our customers would stick with us for years and years and years.

We focused on another SaaS platform because it didn't involve all the overhead.

A year and a half ago, I got tired of the situation and tried to re-engage with the marketing partner.

After a couple of months it was clear that wasn't going to work. Again, feeling a little disillusioned, my business partner Bobby and I, we flip flopped back and forth between what we were going to do.

We finally decided we were going to revitalize Press Advantage because from a time investment perspective, it had by far the best bang for buck and we had great results for our customers and they loved us. I have a great deal of customers with us now that were from the beginning. They stuck with us for 4 years even though we haven't done anything with the service.

We worked on the service, we started adding some new features, refining what we were offering, working through some of the targeting, who we were going to go out with and we were getting ready to do a big feature launch and then I got this facebook message from this guy named Nick.

So I took a flyer and got on a call with you. I've been in the tech sector for 25 years, I've managed \$50M budgets. I'm a tech guy and I've never done sales before. Just the thought of doing this was intimidating.

Bobby my business partner, doesn't want to be engaged with the business. When I talked with you, it started to resonate with me. We weren't bringing on any new customers.

There was a sense of urgency from me.

This is how I feed my family.

My employees depend on me for their livelihood and I can't disappoint them either. So it's really important for me to get this ball rolling.

The first thing I did when I signed up was I stayed up late and watched a lot of videos to understand how things were laid out. I spent a couple of evenings doing that.

While my wife was in bed, I was watching sales training videos. I did that for a couple of days and worked on the worksheets with you and got immediate feedback with you.

The other big value was the calls. I've been on every single call and have not missed one. Even if I don't have anything to say, there's always something in these calls where you're talking to other people and I can't file that away to use later, you can say something about a tool, and I can try that out. They are always there and great for getting feedback.

The first thing I focused on was getting all the assets in play. The website was the big deal for me. I spent a lot of time on the website, you and I went back and forth and worked on some of the copy and the layout.

Once I had a happy layout, then we got it refined and I hired a web developer off of Upwork to put a few finishing touches on it and then do some optimization work.

For me I built it on InstaPage, easy drag and drop builders, but they generate terrible HTML code. It all had to sit on the same host. So I was able to take the website I designed using your framework and template, to break it up into something we could easily host ourselves.

I realized the fastest way we could talk to people was to talk to people who knew me from other spaces. One of our other SaaS businesses are in the Amazon space.

We sent a simple email to the list saying that we're looking at talking to a few people about using press releases to brand your Amazon store. There was a deluge of calls. So it was a lot. I'm an introvert and when I sit on the phone all day, I'm exhausted.

We sold 12 accounts. I don't have a sales background and not used to getting on the phone.

I was getting a few sales in the first couple of sales calls. I was experimenting, every call I'd tweak it a little bit.

I found out that my first offer was too complicated. I chopped off the add-on stuff and focused on the core. I went in at \$347/mo for that and I got zero price resistance.

For the people that were qualified, I got no resistance and bumped up the price to \$397. I still didn't get any price resistance at that price. I had not been following the closing strategies you were talking about to offer multiple tiered offers. I had just been going in with one offer period.

When I started following your sales script a little bit more closely and setting up those tiers, that's when some of those sales started happening. In those few weeks, we added in that few weeks \$4-5K/month in recurring revenue. Great results from you. I was really happy about that. Bobby, my wife were all excited.

I started doing the LinkedIn prospecting and used a lot of the scripts that you did and that helped get more feedback from the core target audience. The primary were the SEO agencies. I was able to use LinkedIn training and some of the tools you recommended to get some great results talking to people and getting some great feedback as to what would work.

I was able to use all the VSL stuff to craft a webinar and put together a deck and took the framework that you put in and modified it a little bit with what I felt would resonate with everyone and literally I spent 3 to 4 days working 12 to 15 hours a day hammering it out. Before that nothing was working for me mentally.

Webinar Results (1 hr became 2.5 hrs fully engaged audience, nobody left)

Total Attendance: 80

Sold (Live): 30 plans (37.5% conversion rate)

Sold (Replay): 31 plans (5.1% conversion rate)

TOTAL CONVERSION: 43%

TOTAL REVENUE: \$33K/mo

NEXT YEAR GOAL: \$2M/yr (ARR) / 12 = \$167K/mo (MOM)

Affiliate/JV programs are working well....

We hope to get to that goal in the next year and looking forward to working with you on the paid advertising front and getting that dialed in. We hope to get to that within the first year or so and I'm confident we can. (30:55)

Nick: You haven't even touch paid ads.

Jeremy: No, I've had to stop selling after this last promotion because my fulfillment is capped out. I have to increase my fulfillment before I can start selling again which is a great problem to have.

Sisu.com (\$0-\$216k ARR 9 Months)

"Proving your case unit is the most valuable thing you can do as an entrepreneur/marketer. Salesprocess.io teaches you how to do that.

Follow up with me in 3 months and I'll have even better numbers for you. We've just barely passed \$100k/yr... expecting exponential growth from \$100k-\$1M."

Zac Muir | Director of Marketing and Sales at Sisu

Foxpass (Y-Combinator) Doubled Last Year After Working With SalesProcess.io

▼ Aren Sandersen <aren@foxpass.com> 6 days ago

To: Nick Kozmin <nick@salesprocess.io>
Cc: Neel Punatar <neel@foxpass.com>

Growth is great. Doubled last year, and now we've hired someone (Neel) whose job it is to keep the momentum going.

Aren

On Fri, Mar 29, 2019 at 7:11 AM Nick Kozmin <nick@salesprocess.io> wrote:

...

Sourcewater - \$0-\$300k in 3 weeks



Ben Reed

January 31



I should celebrate that we have closed \$300k in the last 3 weeks :) (before this we had never closed more than \$25k) I am using the closing loops intensely. Closed a \$19k sale today with a lot of pressure. The prospect said no about 5 times before he agreed with better terms and a heck of a lot of urgency (last day of the month sale). I have another \$1.5 million in the pipeline with about 50% possible closing in next 60 days. Just launched the Facebook campaign and optimizing at the moment and excited to launch LinkedIn tomorrow.



You, Nick Kozmin, Bill Piper and 42 others

18 Comments



Like



Comment

“I should celebrate that we have closed \$300k in the last 3 weeks :) (before this we had never closed more than \$25k) I am using the closing loops intensely. Closed a \$19k sale today with a lot of pressure. The prospect said no about 5 times before he agreed with better terms and a heck of a lot of urgency (last day of the month sale). I have another \$1.5 million in the pipeline with about 50% possible closing in next 60 days. Just launched the Facebook campaign and optimizing at the moment and excited to launch LinkedIn tomorrow.”

Lead Engine Pro - \$0-\$1M ARR

Patrick Spielmann <spielmannp@gmail.com>

2 months ago

To: Nick Kozmin <nick@salesprocess.io>



Nick,

Here you go...

"Before [Salesprocess.io](#), Lead Engine was in its infancy as a company..we were just getting our feet under us and didn't have all the knowledge and structure that we needed. We were a bit all over the place, but we were still growing. Now, the [Salesprocess.io](#) training has allowed me to put Lead Engine on a path to our first \$1M in ARR in our first year. It has given us better process, structure, and know-how to effectively reach audiences that we never imagined. Nick and his team give excellent support and are with you every step of the way. It takes time and dedication, but it's completely worth it. My only regret is that I didn't know about them sooner!"

Also, Nick, I'd be happy to serve as a reference if you ever were to need one.

PS - We just got a verbal on a \$5,500/mo deal (plus bookings) that will likely lead to another \$5k+/mo deal with the guy's other company. This was a cold call and in person sales meeting, but I used the VSL in our pitch (along with the personal element of course). This was our first pitch after changing our packages and focusing on companies that are a certain size.

PSS - I have a business proposition for you. Let me know when you have a few mins to chat in the future.

Anywho...hope this helps!

Thank you,

Patrick Spielmann
Phone: 612-578-2759
spielmannp@gmail.com

On Fri, Feb 1, 2019 at 10:14 AM Nick Kozmin <nick@salesprocess.io> wrote:



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Here you go...

"Before [Salesprocess.io](#), Lead Engine was in its infancy as a company..we were just getting our feet under us and didn't have all the knowledge and structure that we needed. We were a bit all over the place, but we were still growing. Now, the [Salesprocess.io](#) training has allowed me to put Lead Engine on a path to our first \$1M in ARR in our first year. It has given us better process, structure, and know-how to effectively reach audiences that we never imagined. Nick and his team give excellent support and are with you every step of the way. It takes time and dedication, but it's completely worth it. My only regret is that I didn't know about them sooner!"

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Anywho...hope this helps!

Thank you,

Vibo- Over \$10K MRR AND GROWING!



A screenshot of a Facebook post. At the top left is a circular profile picture of Michael Mahler. To its right, the name "Michael Mahler" is written in bold blue text, with "March 17 at 1:52 PM" below it. The main text of the post reads: "Wanted to share with our group. Our team is super excited. We just bootstrapped pass the \$10k MRR... growing daily. BIG thanks to Nick Kozmin and Jay Lee! A month ago we were at 6k so that's almost double in one month. This shit works. Next goal 20k! And beyond! I'm so thankful." Below the text, there are icons for likes and comments, followed by the text "You, Aron Shea Placencia, David Hockley and 23 others" and "29 Comments". At the bottom of the post area, there are two buttons: "Like" with a thumbs-up icon and "Comment" with a speech bubble icon.

“Wanted to share with our group. Our team is super excited. We just bootstrapped pass the \$10k MRR... growing daily. BIG thanks to [Nick Kozmin](#) and [Jay Lee](#)! A month ago we were at 6k so that's almost double in one month. This shit works. Next goal 20k! And beyond!! I'm so thankful.”

Spencer Turbitt

Email	sturbitt@iapothecca.com
Business Website	www.iapothecca.com
Please Upload A Picture Of Yourself Or Logo (Optional)	iApothecca Logo 2019 Final.png
When did you sign up for salesprocess.io ?	November 2018
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	When we first began using Salesprocess.io methods we didn't have a fully functional sales and marketing flow from landing pages with lead magnets through to demo and sale.
Where did you first hear about us? What piqued your interest?	I heard about you by email.
Why did you decide to do business with us? Why did you decide to pull the trigger?	The youtube videos were also what led me to make the purchase to join. They were well thought out and offered value before needing to make the purchase and I could tell you knew what you were talking about.
Describe working with us. In what area did you get the most value? Why do you think that is?	It's quite simple... to learn the information that salesprocess.io teaches would likely take 2 or 3 years of trying and learning and the program takes that learning curve down to 3 months.
What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?	By using the methods you teach we have been able to build out marketing assets and sales funnels and achieve great conversion rates. Now it is time to drive more traffic and ramp it up!
How likely are you to recommend us? Why should someone in your position take action right now?	I would highly recommend the salesprocess.io process for anyone who has a saas business and is scaling from 0 to the first couple million.

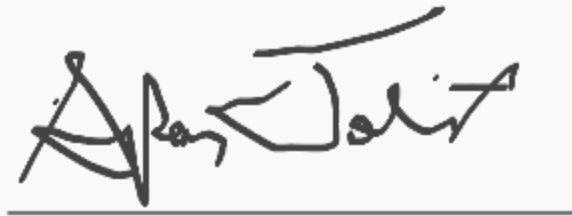
What was your ROI from working with us? Just ballpark...

It's too early to tell. I can't give an accurate answer as of yet but should be able to in 6 months time.

What could be improved with your experience?

I think it would be neat to have a forum where people post questions/discussions and share answers and opinions. The facebook group is great but something with a little bit more structure could help.

I certify that the information provided is as accurate as possible.



A handwritten signature in black ink, appearing to read "Alan J. Smith", is written above a solid horizontal line.

Shop Window

Name	Alex Weiss
Email	alex@shopwindow.me
Business Website	bandwindow.com
Please Upload A Picture Of Yourself Or Logo (Optional)	Alex Weiss Headshot.png
When did you sign up for salesprocess.io ?	October 2018
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	Before working with Nick Kozmin and salesprocess.io , I was struggling to scale my offering. Buyers were purchasing my product, but every time I brought on a customer, after the sale, I was giving away enormous amounts of my own time and effort to service that individual customer. I was spending late nights frantically responding to non-traditional use cases for my product. Regarding my customer onboarding and servicing, I was looking to transition from more of a "job shop" consulting company to a "flow shop" factory operation. I knew that having a reliable and scale-able customer servicing process was critical so I could no longer be a "time in exchange for money" entrepreneur and really take sales to the next level.
Where did you first hear about us? What piqued your interest?	I think I originally heard about salesprocess.io from someone mentioning the company on a thread on the ClickFunnels Affiliates Avengers Facebook page. Around that same time, my business partner sent me an email saying we should check out salesprocess.io . What a coincidence that was. I looked at Nick's website and was immediately interested given the company's tight focus on SaaS companies. As a SaaS company co-founder, who had a validated product, who had sales, but knew I lacked a process to get my company beyond \$80,000 per year, I thought "it sounds like he is speaking directly to me!"
Why did you decide to do business with us? Why did you decide to pull the trigger?	Salesprocess.io understands my challenges. Just seeing they had a module on handling onboarding and churn was a signal to me that these guys are legitimate. Every other company is all about leads, leads, leads, "we can get you more leads." Salesprocess.io understands the entire process from start to finish and the challenges SaaS founders face from start to finish.

Describe working with us. In what area did you get the most value? Why do you think that is?

When I first learned about Nick's business model, offering two client support calls per week each 2 hours long, I was a little skeptical. I was worried about not getting enough personalized attention from Nick. I found, however, that the amount of personalized attention I get, even though it isn't much, is 10 times what I need to get value from the accelerator. Nick is not the type of person who is going to drag on projects for a long time in hopes of maximizing billable hours. Unlike many consultants, Nick doesn't do the work for you, he gives you the proven best practices necessary for you to roll up your sleeves and execute. Therefore, at the end of the day, it's not the consultant who walks out smarter, it is your company who walks out smarter. You can get the insight you need quickly and execute.

Another unexpected benefit has been getting to hear other participants ask Nick questions during the support calls. This helps me realize problems in my business I didn't previously know I had, which can only be a good thing. The support calls have overall been the most impactful component of the service.

What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?

Shorter sales cycles and increased conversion ratios from lead to buyer. Our messaging has become much sharper across our online sales pages, demonstration decks, and prospecting materials. We have also become more efficient and productive in servicing customers. There are way fewer unexpected obstacles in our onboarding process because we are clearly communicating what the buyer gets, setting proper expectations from the beginning, and hitting on a few key points in the onboarding process that were missing before working with salesprocess.io. Additionally, we have learned how to quickly hire reps to help with client servicing and the lower-leverage tasks so the co-founders can focus on working ON the business, not FOR the business. I followed the material on how to quickly hire reps very closely.

Optional - Upload a "money shot" or proof. Revenue charts (blur out what you want), signed contracts (blur out what you want), website traffic data, Chartmogul/baremetrics data (blur out what you want), analytics data.

[Bandwindow Contract Screenshot.pdf](#)

How likely are you to recommend us? Why should someone in your position take action right now?

Very likely!

Someone should take action because the old ways of generating interest, qualifying customers, and winning business (even the best practices from 18 months ago) don't work anymore. The people at salesprocess.io are very serious about identifying what works and updating their material when it becomes outdated. If you're not following the frameworks and strategies in salesprocess.io then you are candidly, just contributing to all the white noise in the marketplace. Your competition that is following these best practices will stick out from that white noise.


What was your ROI from working with us? Just ballpark...

Hard ROI: A little less than doubling monthly sales volume. The soft ROI of the mentorship and insights is a bit trickier to measure. One of our recent buyers is actually now in the process of quitting his job to come and work for us. He might be a very good sales rep for our company so if he can do well, that would dramatically increase the hard ROI.

What could be improved with your experience?

Even more content about managing churn, onboarding, and client servicing would be helpful. There is a lack of content about winning the renewal. That's really all I can think of.

I certify that the information provided is as accurate as possible.

A handwritten signature in black ink on a light gray background. The signature is highly stylized and cursive, appearing to read 'Alex Z. [unclear]'. It is written over a thin horizontal line.

Name	Derek Crager
Email	derek@ibuylocal.tv
Business Website	www.ezketo.co
Please Upload A Picture Of Yourself Or Logo (Optional)	EZ Keto Square.png
When did you sign up for salesprocess.io ?	Nov 2018
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	I'm a retired engineer at age 51 to pursue a business opportunity. I was trying to solve marketing challenge for SMBs...to offer a solution to those owners that spend all their time working in their business and no time on their business. I was frustrated that the same old advertising was being sold as something new. The current state of iBuyLocal.TV is dependent on a kickstarter type launch for my local town. If I get buy in then I gain a much valued case study. If I don't get buy in then I'm shelving this. In the meantime I've pivoted to launch my wife's nutritional training as digital product and courses and was able to do it in record time based on Salesprocess.io formula. Something I would not have been able to do if I'd not ventured forth with my original company idea. Nutrition/weight loss has meat on it with interest that exists much more readily. Launched last week at ezketo.co and I'm currently completing niche and VSL data for 1st squeeze page.
Where did you first hear about us? What piqued your interest?	LinkedIn or Facebook Ad. Interested in the personal growth story and the facts to back it up.
Why did you decide to do business with us? Why did you decide to pull the trigger?	Nick laid out the training and backed it up with facts and figures. Being an analytical ADHD OCD SOB I responded to the math.
Describe working with us. In what area did you get the most value? Why do you think that is?	What I find most valuable is having a verified plan to follow and then sticking to the plan. I fill in the blanks with information applicable to me and my business and the model takes care of the rest.

What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?

At the beginning I learned that I was not far enough along to succeed with my business model and spun my wheels a bit. An honest realization came when I admitted that my business was the problem as it was not designed to scale and I'd been too full of myself to admit it until following the Salesprocess.io process. I had a month long heart to heart with myself and my business partners and came to the conclusion to pivot to a new business model. Only because I'd already walked through half of Nick's course was I able to see the business opportunity right in front of me. Nutrition and fitness are huge in NA and my wife already had thousands of social followers for her hobby, nutrition. So seemingly at the speed of light I took all Salesprocess.io training and was able to build an entire business model online within a month. Something that would have taken me a year to do on my own. I'm confident all the parts are there because I followed Nick's checklist, filled in the blanks and tested. I've been entrepreneurial since age 8 but prior to Salesprocess.io I've never hit the proverbial home run. With Salesprocess.io I'm confident I have the right team.

How likely are you to recommend us? Why should someone in your position take action right now?

I would highly recommend Salesprocess.io and already have. You should take action if you have a validated idea that you want to scale. Scaling is the golden ticket and Nick will get you there.

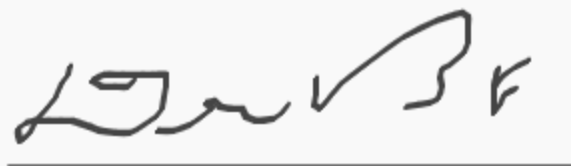
What was your ROI from working with us? Just ballpark...

After the pivot, 0, but we just launched a week ago.

What could be improved with your experience?

I believe Nick is already doing it. By using my story as an example he's raised his minimum for new clients to only those with existing sales.

I certify that the information provided is as accurate as possible.

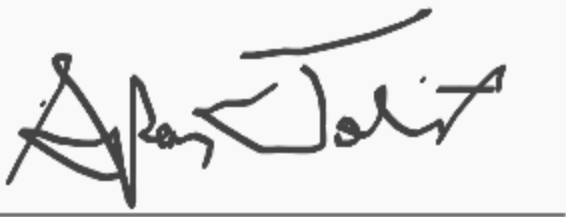


Name

Spencer Turbitt

Email	sturbitt@iapothea.com
Business Website	www.iapothea.com
Please Upload A Picture Of Yourself Or Logo (Optional)	iApothea Logo 2019 Final.png
When did you sign up for salesprocess.io ?	November 2018
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	When we first began using Salesprocess.io methods we didn't have a fully functional sales and marketing flow from landing pages with lead magnets through to demo and sale.
Where did you first hear about us? What piqued your interest?	I heard about you by email.
Why did you decide to do business with us? Why did you decide to pull the trigger?	The youtube videos were also what led me to make the purchase to join. They were well thought out and offered value before needing to make the purchase and I could tell you knew what you were talking about.
Describe working with us. In what area did you get the most value? Why do you think that is?	It's quite simple... to learn the information that salesprocess.io teaches would likely take 2 or 3 years of trying and learning and the program takes that learning curve down to 3 months.
What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?	By using the methods you teach we have been able to build out marketing assets and sales funnels and achieve great conversion rates. Now it is time to drive more traffic and ramp it up!
How likely are you to recommend us? Why should someone in your position take action right now?	I would highly recommend the salesprocess.io process for anyone who has a saas business and is scaling from 0 to the first couple million.
What was your ROI from working us? Just ballpark...	It's too early to tell. I can't give an accurate answer as of yet but should be able to in 6 months time.
What could be improved with your experience?	I think it would be neat to have a forum where people post questions/discussions and share answers and opinions. The facebook group is great but something with a little bit more structure could help.

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A handwritten signature in black ink, appearing to read "Alan J. [unclear]", written above a horizontal line.

Name	Cory Sivell
Email	cory@yourcity.co
Business Website	www.yourcity.co
Please Upload A Picture Of Yourself Or Logo (Optional)	UsersGuestTemp03-04-2019-16-29-10-526_cropped.jpg yourcity-final_88x88px.png
When did you sign up for salesprocess.io ?	January 2019
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	I found product market fit and needed to grow the sales team to get the product in front of my idea customers. I didn't know how to make a scalable, repeatable and effective sales process.
Where did you first hear about us? What piqued your interest?	Found an ad on facebook. The copy was spot on and resonated with all the problems I was facing
Why did you decide to do business with us? Why did you decide to pull the trigger?	Strong Case Studies. Felt you had the best offer / solution to solve my frustrations
Describe working with us. In what area did you get the most value? Why do you think that is?	The content is great for taking something overwhelming and breaking it down. The calls are great to ask questions about the content and applying it specifically to our business
What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?	I went from being overwhelmed and not sure where to start to having a clear roadmap that would help us grow our sales pipeline.

How likely are you to recommend us? Why should someone in your position take action right now?

100% anyone who needs to develop a sales process and grow revenues must talk to you

What was your ROI from working with us? Just ballpark...

hard to estimate right now as we are just getting started. Would love to report once we have some more numbers. But ROI in terms of my time and stress not knowing where to start is 5x.

What could be improved with your experience?

More time on calls picking Nick's brain

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A handwritten signature in black ink, appearing to be 'Tony', written over a horizontal line.


Name	Omer Jamal
Email	omer@fortuna.ai
Business Website	www.fortuna.ai
When did you sign up for salesprocess.io ?	March 2019
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	Cold outreach. Trying to solve lead funnel problem. How to Ramp up sales and do it fast, while staying lean.
Where did you first hear about us? What piqued your interest?	Directly from Nick - in 2018. Hustler / getting stuff done attitude.
Why did you decide to do business with us? Why did you decide to pull the trigger?	Got a few referrals from other successful founders. Wanted to solve our own pain.
Describe working with us. In what area did you get the most value? Why do you think that is?	Videos, and guidance.
What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?	How to leverage video to modernize your sales approach. Leverage webinars. Once complete should see immense results. Improves frameworks.
How likely are you to recommend us? Why should someone in your position take action right now?	Highly likely to recommend
What was your ROI from	Figuring that out as we speak. Hoping for 10x

working with us? Just
ballpark...

What could be improved
with your experience?

All solid thus far.

I certify that the
information provided is as
accurate as possible.

A handwritten signature consisting of the letters 'D' and 'J' in a cursive style, positioned above a solid horizontal line.

Name	Manu Rueda
Email	jm.glezderueda@gmail.com
Business Website	airwork.io
When did you sign up for salesprocess.io ?	like 6 months ago
What were you doing before we engaged? What problem were you trying to solve? What were your frustrations? What was your current state?	I was trying to start my startup. I did not know how to sell. My current state was lost
Where did you first hear about us? What piqued your interest?	I heard about you via FB ads, a super well targeted ad just caught my attention, it was something like... if you only had 3 months
Why did you decide to do business with us? Why did you decide to pull the trigger?	Just after seeing the ad I knew I needed to buy
Describe working with us. In what area did you get the most value? Why do you think that is?	I have done most of the theory and now i am going to review the new version videos after finishing the MVP
What results did you achieve from working with us? How would you describe the transformation? What areas of your business/life improved and by how much? Why do you think they improved?	I did not implemented your ideas yet, but i think i am going to have loads of success
How likely are you to recommend us? Why should someone in your position take action right now?	100% for B2B startups with a medium pricing point. Your course is just the best I have seen on the internet. It's 100% practical.

What was your ROI from working with us? Just ballpark...

I still not implemented yet the theory

What could be improved with your experience?

It would be amazing to have a plan based also on smaller tickets

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