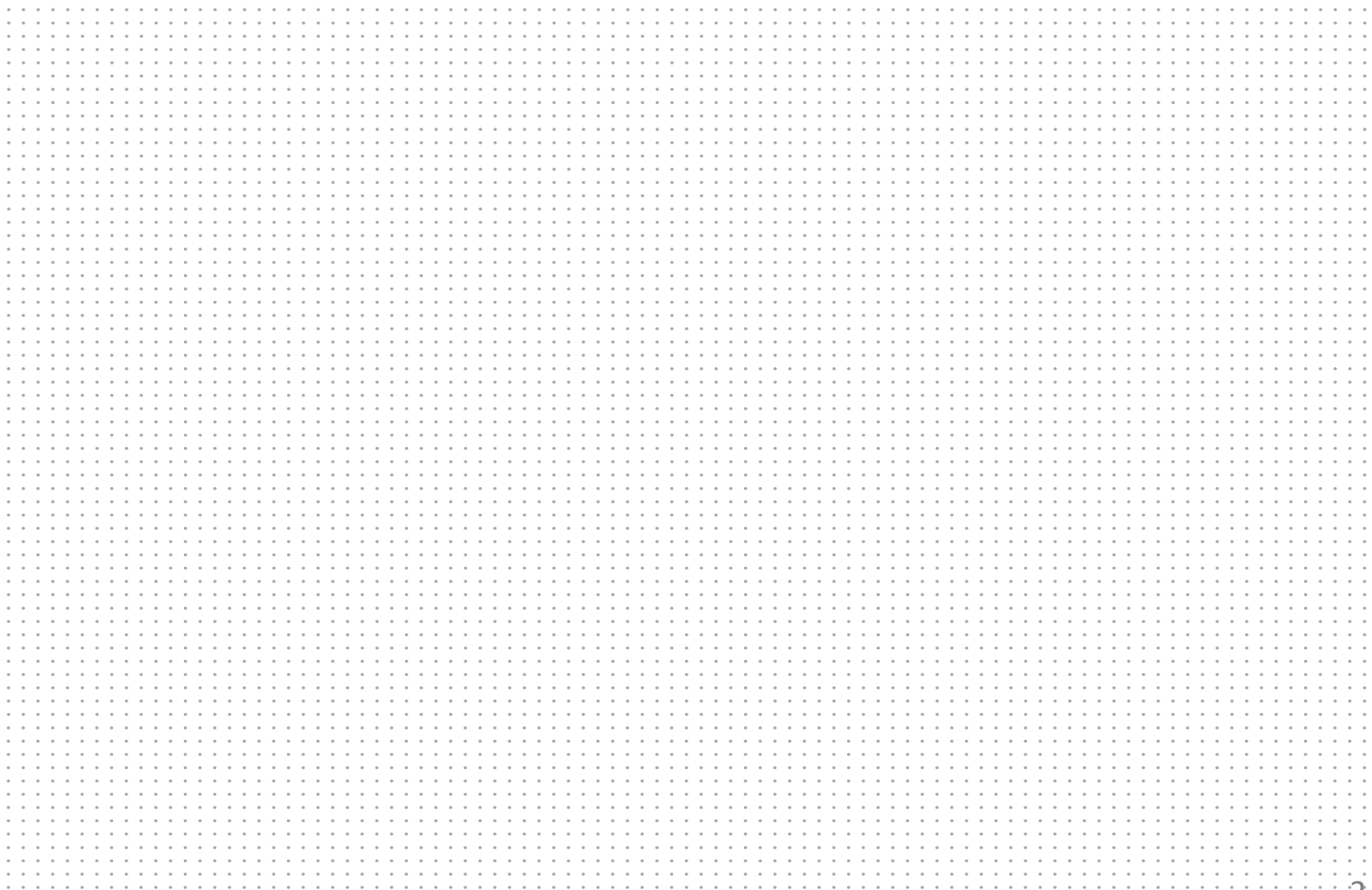


# When Opportunity Knocks

with Phil Smith



# 5 Key Principles...

## 1. Set your marks...

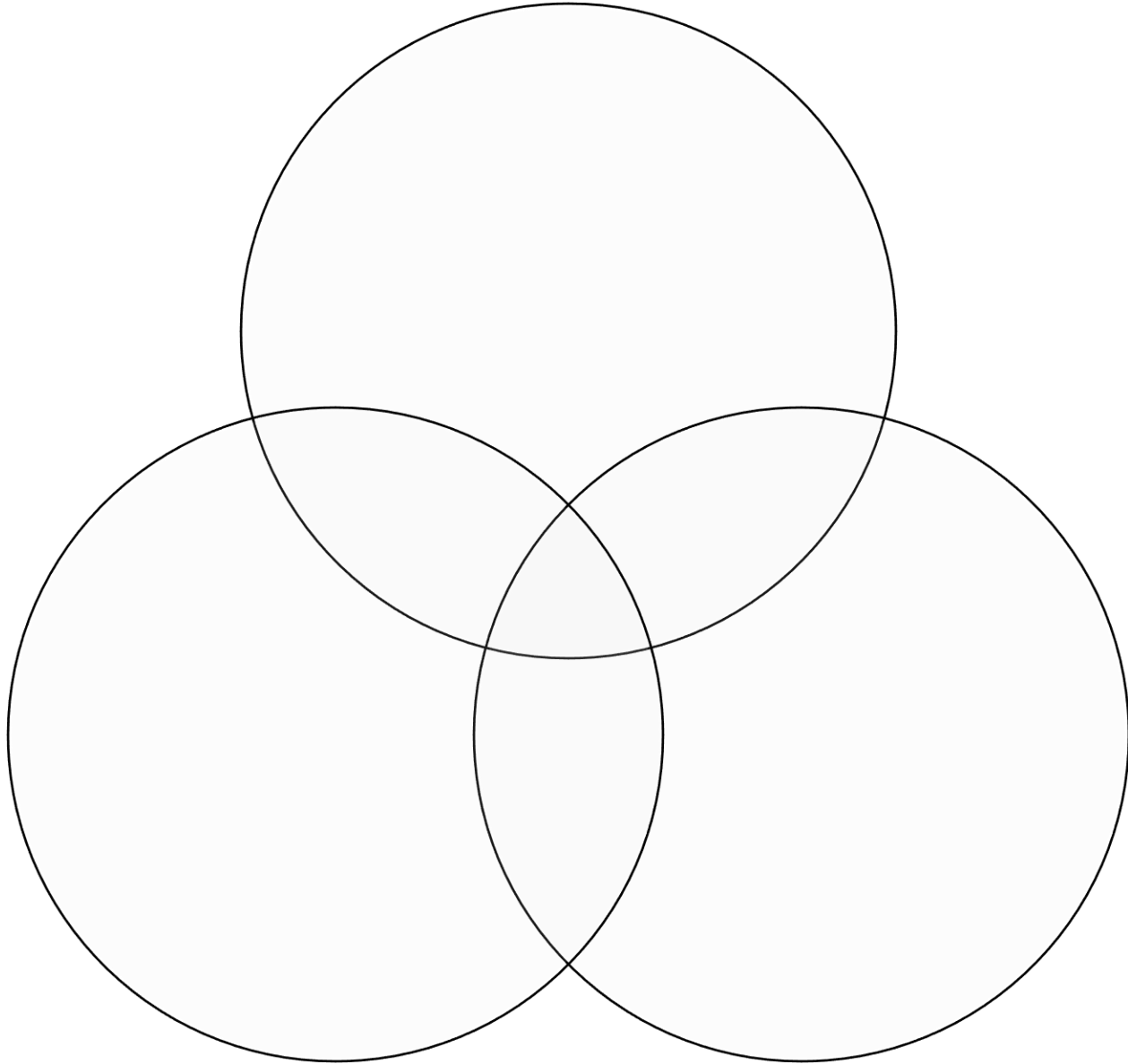


## 2. Create Opportunity...

The best way to predict your future is to create it.



A large rectangular area with a light grey background and a grid of small white dots, serving as a workspace for notes.



# The Hot List

Business	Name	Phone #	Email	Address

# The Sincerity Simplifier

<b>Name &amp; Business</b>	<b>Email 1</b>	<b>Email 2</b>	<b>Follow-Up 1</b>	<b>Follow-Up 2</b>

## Email 1

**Subject: How're you tracking?**

Hey **NAME**,

My name is Phil from XYZ Plumbing.

We haven't met before but with everything going on I wanted to reach out to some other plumbing businesses in the area and see how you're getting on.

Pretty crazy times! Going to be really interesting coming out the other side.

If you need anything, or want to talk at all, let me know.

Always good to chat & swap war stories if nothing else 😊

Cheers,  
Phil



## Email 2

**Subject: Level 3!**

Hey **NAME**,

Hope you're going well & staying safe!

How's things looking for you guys going into the next few weeks?

Got much work lined up?

Phil

**Notes**

