



LBS WEBINAR SERIES

# 2nd

TUESDAY

Presented by: Tim Burt  
LBS Creative Expert

# MAKE A BETTER OFFER (OR SOMEONE ELSE WILL)



**THIS WEBINAR WILL BEGIN AT 12:01 ET**



**Local**  
Broadcast Sales

On-Demand Broadcast Training  
And Revenue Development That Works!



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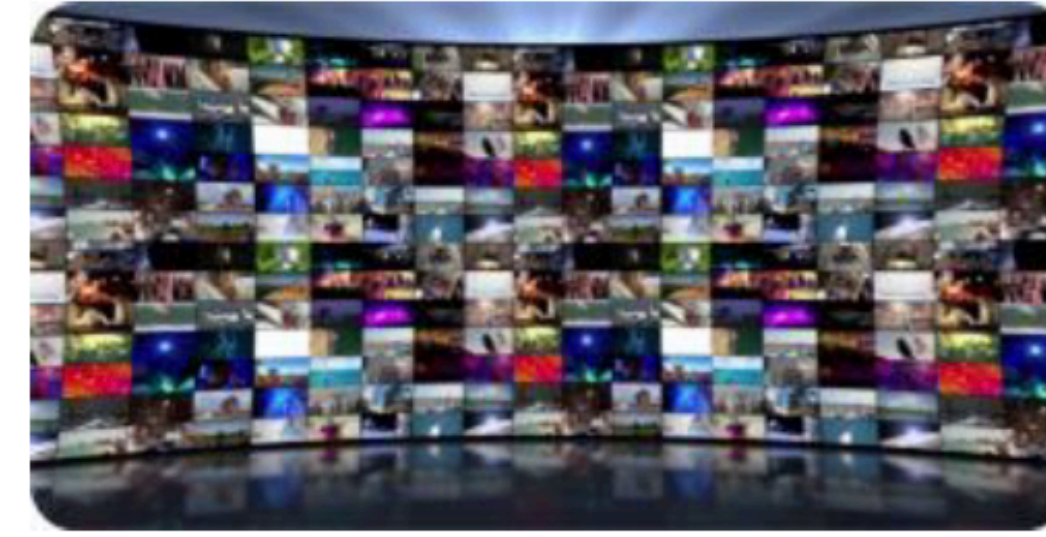


**On-Demand New Revenue Development  
and Superior Broadcast Training**

**Get yourself and your entire team signed up FREE today!**

1. Go to [www.localbroadcastsales.com](http://www.localbroadcastsales.com)
2. Complete the simple form and submit
3. We'll begin the process to get you all set-up

**Did you know you could binge watch 2 hours of LBS videos every  
weekday from now until Christmas WITHOUT a repeat?!?**



Over 1,300 training videos featuring  
over 60 trainers – making LBS the  
industry's leading training service!



Weekly sales ideas as every seller  
can always use fresh, creative ideas  
for their clients!



Over 3,000 relevant marketing support  
materials and research items updated every  
day and arranged by advertiser category!



The broadcast industry's most  
comprehensive and well thought  
out sales development library!



Ask LBS - Access to top industry  
minds with over 600 Q&A  
scenarios.



2nd Tuesday Webinars are the broadcast  
industry's favorite monthly webinars that  
focus on and provide street-ready skills!



# PROVEN APPOINTMENT SETTING ENHANCEMENTS





# APPOINTMENT





# EMAIL AND PHONE SCRIPTS SUPPORTED RESEARCH DATA



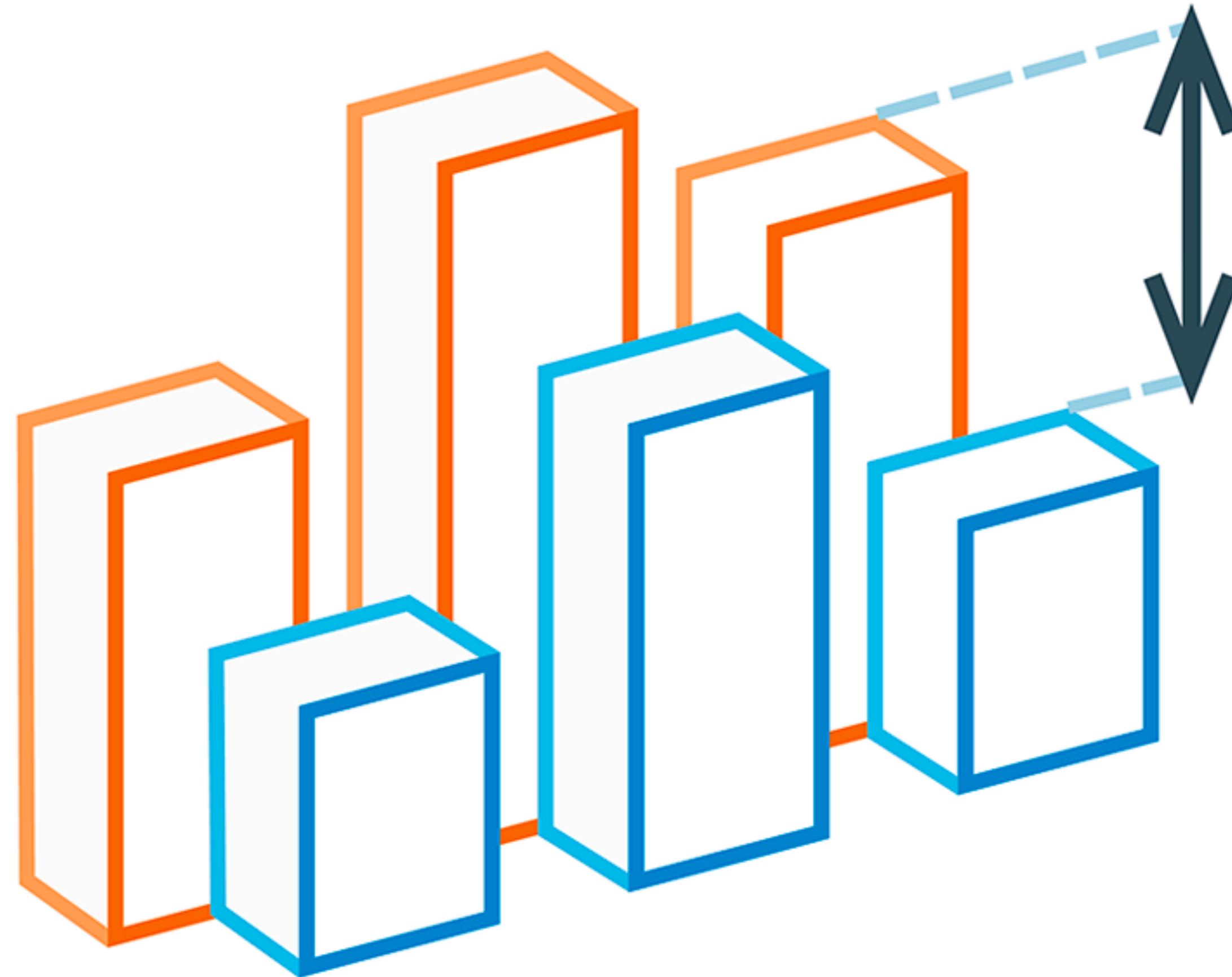


# YOUR COVID19 ERA APPOINTMENT SETTING STRATEGY





**COMPARE YOUR CURRENT SOLICITATION  
SUCCESS RATE WITH THIS NEW STRATEGY**





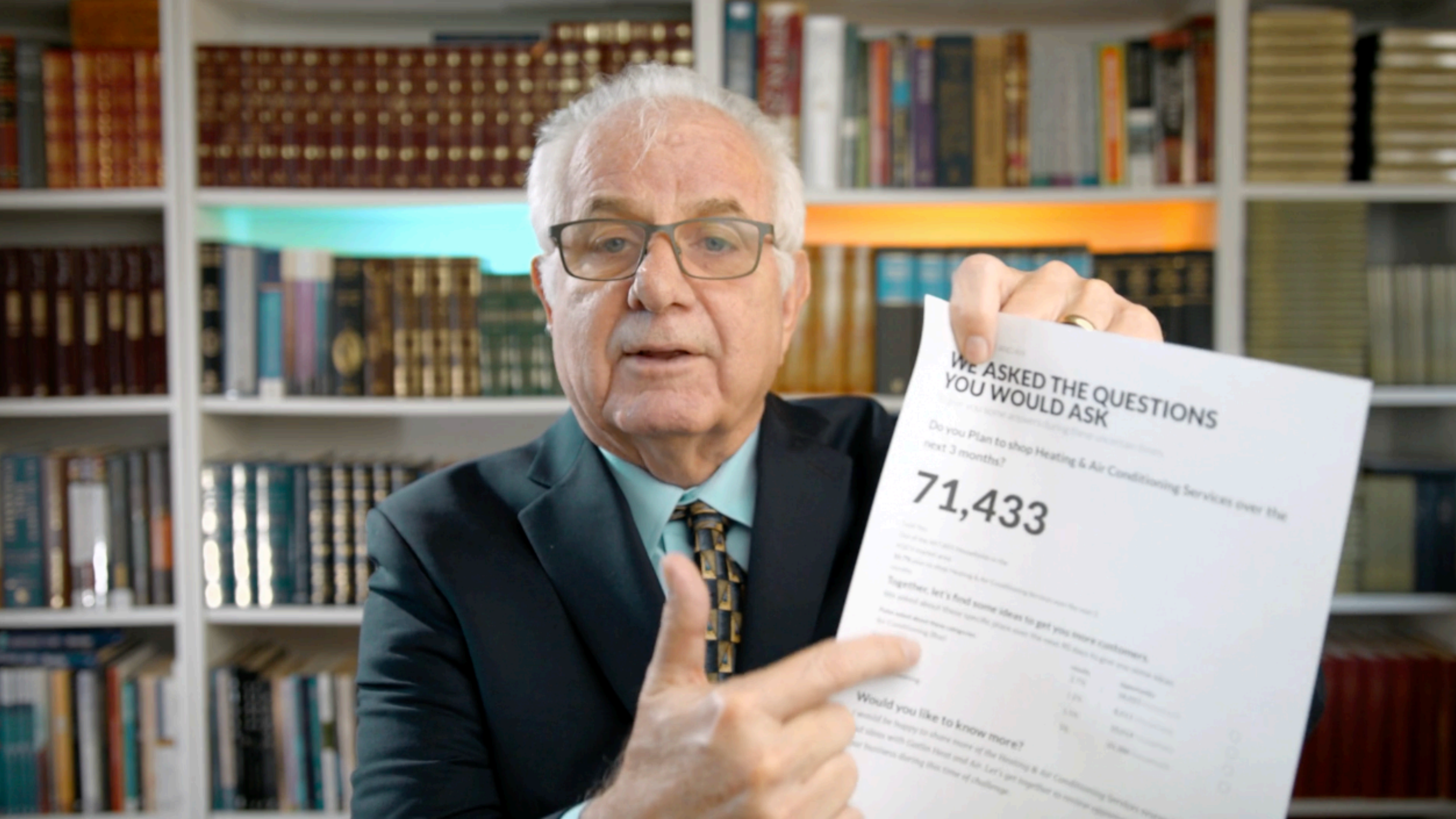
# REAL LIFE SUCCESS STORY











## WE ASKED THE QUESTIONS YOU WOULD ASK

Do you Plan to shop Heating & Air Conditioning Services over the  
next 3 months?

**71,433**

Together, let's find some ideas to get you more customers.  
We asked about these specific plans over the next 90 days to give you some ideas.

Would you like to know more?  
I would be happy to share more of the Heating & Air Conditioning Services research  
and ideas with you. Let's get together to discuss your business during this time of challenge.

Month	Response
1-3	10,000 responses
4-6	10,000 responses
7-9	10,000 responses
10-12	10,000 responses
13-15	10,000 responses



# Logical and sound solutions





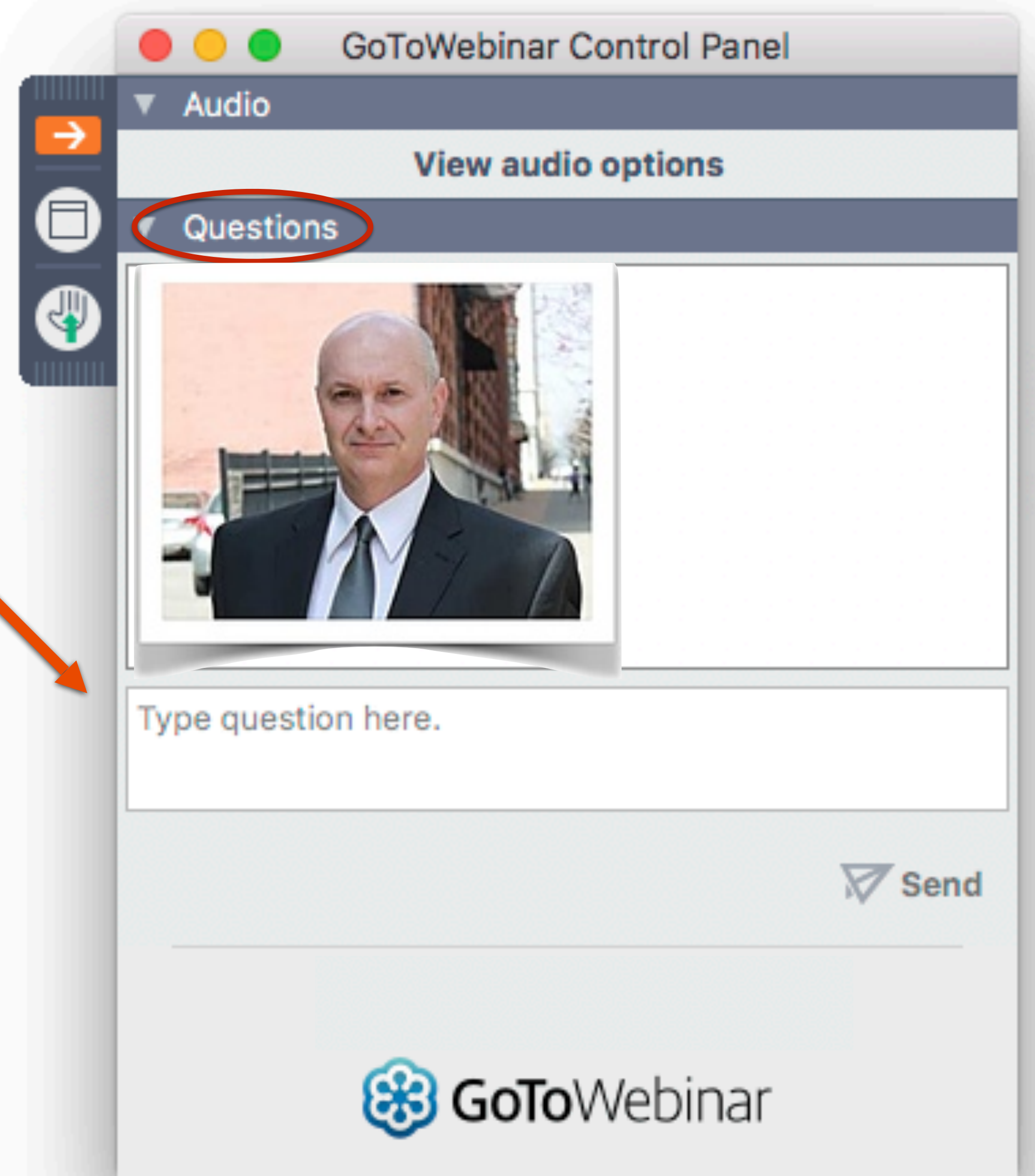


# **FREE LBS Research 21**

**[www.pulseresearch.com/lbs/](http://www.pulseresearch.com/lbs/)  
Signup Today!**



# QUESTIONS?







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