

Ways to Find / Enroll Clients: **Attend Events**

As a Mentor of the Pinnacle Global Network community, your outreach efforts play a pivotal role in expanding our network and enriching the entrepreneurial landscape. Engaging potential clients and guiding them through the enrollment process is not just about recruiting members; it's about inviting them into a supportive community where their businesses can truly thrive.

This step-by-step guide outlines the process to seamlessly enroll new clients into Pinnacle Global Network. By leveraging live/virtual events, effective networking, educational webinars, and personalized follow-ups, you'll ensure potential members receive the information they need and feel empowered to join our vibrant community.

Step 1: Attend Live/Virtual Events as a Networking Opportunity

- Attend events to network with attendees. Engage in meaningful conversations, share experiences, and build connections.
- You can also set up a booth, which will increase your visibility and contacts ten-fold. We can support you with booth design, brochures, books and more...Offer Scale Sessions in the booth.

Step 2: Collect Contacts

- Gather Information: Collect contact details of interested attendees. This can include names, emails, and businesses they represent.
- Be Approachable: Ensure you're approachable and open to discussions. A friendly demeanor can encourage attendees to share their contact information willingly.

Step 3: Transition to Educational Webinar

- Send them to the Pinnacle Global Network webinar where they can learn more about the company and gain valuable insight about scaling.

Step 4: Follow-Up

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- **Personalized Follow-Up:** Reach out to the attendees who expressed interest after the webinar. Send personalized follow-up emails or messages, answering any additional questions they might have.
- **Explain Pinnacle Benefits:** Detail the benefits of joining, including mentorship, community support, strategic scaling, and the proven SCALEit Method.
- **Address FAQs:** Anticipate common questions they may have and address them in advance.
- **Enroll them!** Help them to see that the answer to their challenges is to receive top-notch guidance from CEOs that walk their talk (See Sales Script and Videos for more support.)

Step 5: Support the Onboarding Process

- **Guidance:** Offer guidance and support during the enrollment process. Ensure they have all the necessary resources and contacts for a smooth transition into Pinnacle Global Network.
- **Celebrating New Members:** Celebrate new members within the community. Foster a sense of belonging and camaraderie.

By following these steps, you're not only expanding the Pinnacle Global Network community but also creating a supportive environment where businesses flourish and entrepreneurs thrive.