

Module 1 – Lead Finder Jack Cloud

Collecting a List of Prospects

For implementing the Turbo System, the first part is Lead Finder Jack Cloud (included in your Sales Dynamite Jack membership). With Lead Finder Jack Cloud, you can search for prospects either by *One City – All Niches*, **OR** by *One Niche – All Cities*. Then you Export this list to Silent Prospector.

Lead Finder Jack Cloud:

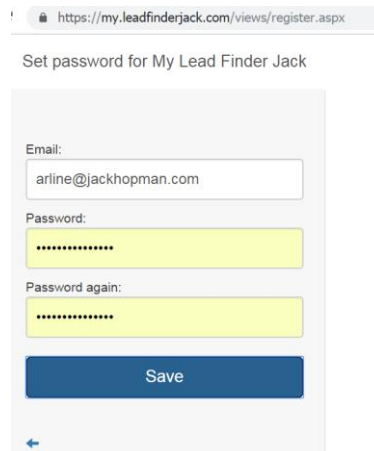
1: One City All Niches

2: One Niche - All Cities

3: Export to Silent Prospector

Start by going to <https://my.leadfinderjack.com/views/register.aspx>

Fill in your email address that you use for Sales Dynamite Jack, and create a password. Click on **Save**.



https://my.leadfinderjack.com/views/register.aspx

Set password for My Lead Finder Jack

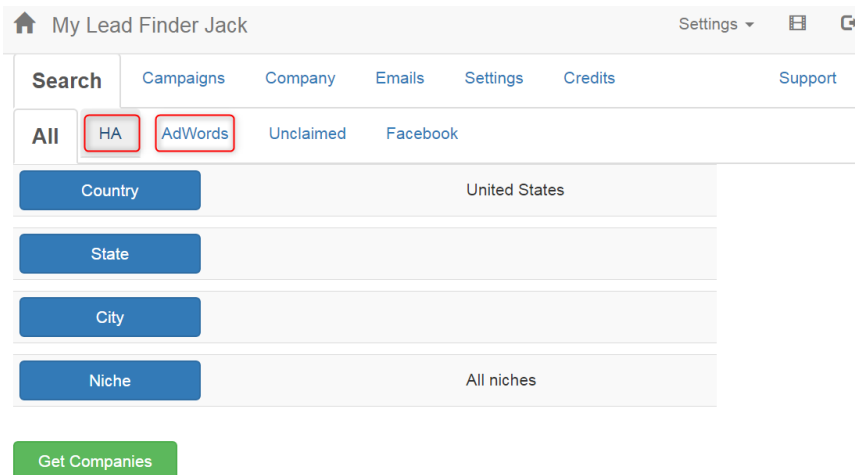
Email:
arline@jackhopman.com

Password:

Password again:

Save

When you have logged in, in the Search tab you will choose what type of leads you want to search for. Choose either **HA** (Home Advisor) or **Adwords** to find businesses that are used to paying for marketing.



My Lead Finder Jack Settings

Search Campaigns Company Emails Settings Credits Support

All HA AdWords Unclaimed Facebook

Country United States

State

City

Niche All niches

Get Companies

If you are not in the USA and you are not targeting USA businesses, you will choose to search **Adwords** leads.

Home Advisor is an advertising company just for USA businesses. If you're in the USA or targeting USA businesses, you can search either **HA** or **Adwords**.

For this demonstration, we are choosing **HA** (1). Then click on **State** (2) and select your state from the dropdown menu (3). Click on **Save** (4).

The screenshot shows the 'My Lead Finder Jack' interface. At the top, there is a navigation bar with 'My Lead Finder Jack' and 'Settings'. Below this is a search bar with 'Search' and several tabs: 'Campaigns', 'Company', 'Emails', 'Settings', 'Credits', and 'Support'. Under the search bar, there are filter options: 'All', 'HA' (circled with a red box and a '1'), 'AdWords', 'Unclaimed', and 'Facebook'. Below the filters, there are several input fields: 'Country' (set to 'United States'), 'State' (circled with a red box and a '2'), 'States:' (a dropdown menu showing 'Arizona' circled with a red box and a '3'), 'Save' (a green button circled with a red box and a '4'), 'Cancel', and 'City'. A mouse cursor is pointing at the 'Save' button.

The state you selected will now be filled in. Click on **City**.

The screenshot shows the 'My Lead Finder Jack' interface after the state selection. The 'HA' filter is still selected. The 'State' dropdown is now filled with 'Arizona' (circled with a red box). The 'City' dropdown is highlighted with a red box and a mouse cursor is pointing at it. Below the filters, there are several input fields: 'Country' (set to 'United States'), 'State' (set to 'Arizona'), 'City' (highlighted), and 'Niche' (set to 'All niches'). At the bottom, there is a green button labeled 'Get Companies'.

After you click on **City** (1), you will be given a choice of Single City or Multiple Cities (2). If you are targeting just one city, click on Single City and fill in the name of the city.

But for this demo, we will choose **Multiple Cities** (2). You will see a list of all the cities in the state you selected. Then fill in (3) **City population at least: 30,000** – and click on **Filter** (4).

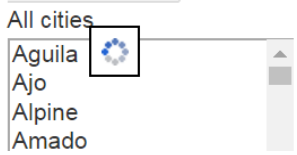
The screenshot shows the 'My Lead Finder Jack' interface. At the top, there is a home icon, the text 'My Lead Finder Jack', and 'Settings' with a dropdown arrow, a folder icon, and a refresh icon. Below this is a search bar with a blue button labeled 'City' circled with a '1'. Underneath the search bar are two tabs: 'Single City' and 'Multiple Cities', with 'Multiple Cities' circled with a '2'. The 'All cities' list on the left includes: Adamana, Adamsville, Adobe, Agua fria, Aguila, Ahwatukee, Ajo, Alhambra, Allenville, Alpine, Alta mira, Amado. The 'Selected cities' list on the right is empty, with a 'Clear selected' button below it. Below the lists, a status bar shows '579 cities in total | 579 cities displayed, 0 cities selected'. There is a text input for 'City name containing:' and a 'Filter' button circled with a '4'. Below that is a 'City population at least:' input with '30,000' entered, circled with a '3'. At the bottom are 'Save' and 'Cancel' buttons.

After you click on **Filter**, the list of selected cities will fill in at the right (all cities with population of 30,000 or more). Out of 579 cities in total, by filtering on population, we have selected 258 cities.

This screenshot shows the same interface after the 'Filter' button has been clicked. The 'All cities' list is now shorter, showing: Aguila, Ajo, Alpine, Amado, Anthem, Apache junction, Arivaca, Arizona city, Arlington, Ash fork, Avenue b and c, Avondale. The 'Selected cities' list on the right is now populated with: Aguila, Ajo, Alpine, Amado, Anthem, Apache junction, Arivaca, Arizona city, Arlington, Ash fork, Avenue b and c. The status bar now shows '579 cities in total | 258 cities displayed | 258 cities selected'. The 'Filter' button is still present, along with 'My City List' and 'All cities' buttons. At the bottom, the 'Save' button is circled in red with a red arrow pointing to it.

Click on **Save**.

Wait for this process to complete. You'll see a little circle spinning:



Now it's time to click on **Niche** if you want to select a specific niche – but for this search we're going to leave it set for **All niches** (1). Click on **Get Companies** (2). Enter a name for the search (3). Click on **Start Multi Search** (4).

My Lead Finder Jack

Settings

All HA AdWords Unclaimed Facebook

Country United States

State Arizona

City 258 cities

Niche All niches 1

Get Companies 2

Your search will be started in the background.
You may continue working on other parts of My Lead Finder Jack or you may close the browser.
You can follow the progress of the search in the MultiSearch tab.

Please enter a name for the search for easy reference: HA Arizona 258 cities | All Niches 3

Start Multi Search 4 Cancel Multi Search

You'll see that little circle spinning again. This search runs in the background to put all the results into a campaign. It may take about an hour. You can see the progress as it is running. The number of credits will keep getting smaller as the number of companies Found gets larger.

My Lead Finder Jack

Settings

Search Campaigns Company Emails Settings Credits Support

Multi All HA AdWords Unclaimed Facebook

Currently active: HA Arizona 258 cities All Niches Origin: All

Country: United States State: Arizona

City: Apache junction Niche:

Found: 1,384

Credits remaining today: 8,616 Credits remaining this month: 18,616

Name	Status	Country	State	Type	Found	Start	Action
HA Arizona 258 cities All Niches	In progress	United States	Arizona	All	1384	September 25, 18:34	Action

If you use up all the available credits, the search will stop running at that point. But 10,000 companies are more than enough to work with, even though this search ended with Buckeye (only the second letter of the alphabet in the list of selected cities).

The screenshot shows the 'My Lead Finder Jack' interface. At the top, there is a navigation bar with a home icon, the title 'My Lead Finder Jack', and options for 'Settings', a calendar icon, and a refresh icon. Below this is a search bar with 'Search' and several filter tabs: 'Campaigns', 'Company', 'Emails', 'Settings', 'Credits', and 'Support'. Under the search bar, there is a 'Multi' dropdown menu with options: 'All', 'HA', 'AdWords', 'Unclaimed', and 'Facebook'. The main content area has a green background and displays search parameters: 'Currently active: HA Arizona 258 cities All Niches', 'Country: United States', 'City: Buckeye', and 'Found: 10,000'. A red box highlights the 'Credits remaining today:0' text. To the right, it says 'Credits remaining this month:10,000'. Below this is a table with columns: Name, Status, Country, State, Type, Found, Start, and an Action column with a gear icon. The table contains one row: 'HA Arizona 258 cities All Niches', 'In progress', 'United States', 'Arizona', 'All', '7660', 'September 25, 18:34', and 'Action'.

While your list is being collected, you can set up other parts of your Turbo System.

At this point in the Turbo System, you will use the **CallCID tutorial (Module 2)** to set up your tracking number and a text message.

Then you'll use the **Silent Prospector tutorial (Module 3)** to connect Silent Prospector to your CallCID account and the tracking number, and to create your audio file.

After those steps are completed, you will come back to **this tutorial (Module 1)** to continue.

**** Go to the Module #2 tutorial to continue the Turbo System setup. ****

When you return here from Module #3.....

You have created your Caller ID phone number and a text message. You have created an audio file. Now it is time to continue with Lead Finder Jack (this tutorial) for the next step in setting up your Turbo System.

Log back into <https://my.leadfinderjack.com/>, or return to the tab where your search was in progress. It has probably completed by now.

My search was paused when it had found 7,660 companies. This is the list we will work with for this demo.

My Lead Finder Jack Settings ▾ 📄 ↻

Search Campaigns Company Emails Settings Credits Support

Multi All HA AdWords Unclaimed Facebook Domains

Credits remaining today:10,000 Credits remaining this month:10,000

Name	Status	Country	State	Type	Found	Start	Action
HA Arizona 258 cities All Niches	Paused	United States	Arizona	All	7660	September 25, 18:34	⚙️

Important: If the status of your search is “Paused”, use the gear button on the right to **Stop** the search. **Be sure the status says “Stopped” before you continue.**

Go to **Campaigns** (1). The Campaign name will be filled in (2) and the found businesses will be listed below. (Later, when you have done more than one search, you’ll be able to Select which campaign you want to work with (2).)

Click on **Export to Silent Prospector** (3).

My Lead Finder Jack Settings ▾ 📄 ↻

Search **Campaigns** Company Emails Settings Credits Support

Select Campaign **HA Arizona 258 cities All Niches** ▾ ☰

Export **Export to Silent Prospector** Email Campaign

Filter: Website Email Phone Facebook Link Contact
 Secure Website WordPress Mob. Responsive City
 HA AdWords Unclaimed Facebook

Url	Name	Email	Phone
phoenixraceway.com	Phoenix International Raceway	ticketoffice@phoenixraceway.com + 5	(623) 463-5400 + 3
icccollision.com	ICC Collision Centers Avondale	customerservice@iccgrouops.com + 1	(213) 252-1010 + 5
gusandsons.blogspot.com	Gus & Sons Auto Sales and Repair	noreply@blogger.com	(623) 882-1020
chipotle.com	Chipotle Mexican Grill		(406) 549-8030 + 5
amadoterritoryinn.com	Amado Territory Inn	info@amadoterritoryinn.com	(520) 398-8684

Enter your Silent Prospector login credentials on the screen that comes up. (You may only need to do this the first time.)

https://my.leadfinderjack.com/exportaplogin.aspx

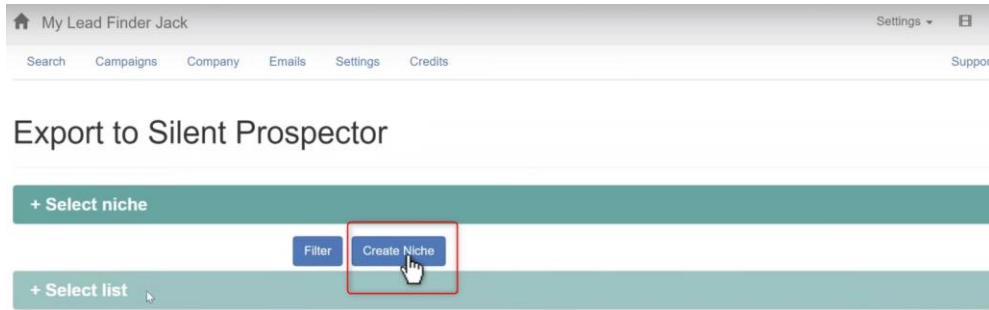
Login to Silent Prospector

Email:

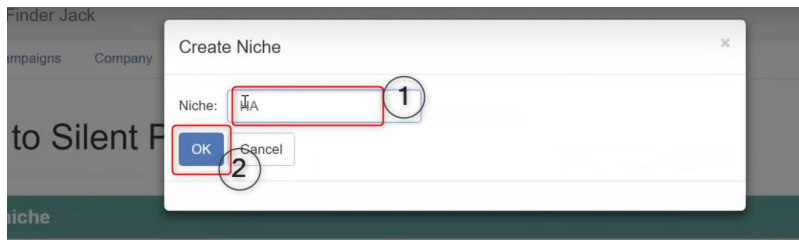
Password:

Login Cancel

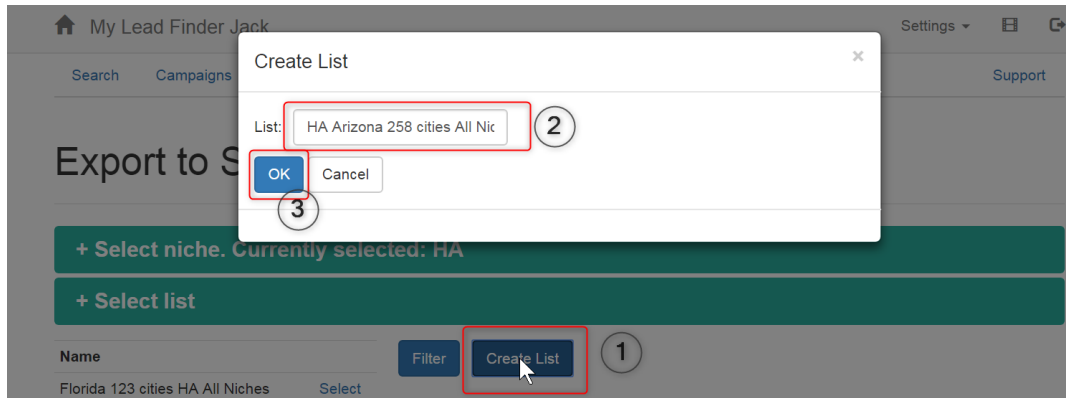
Click on **Create Niche**. (If you've already created one or more niches, you'll see them listed. You can select one of them, or create a new niche.)



Give the Niche a name (like HA Arizona) and click on **OK**.



Click on **Create List**, and type in the name of your list (same as your search name). Click on **OK**.

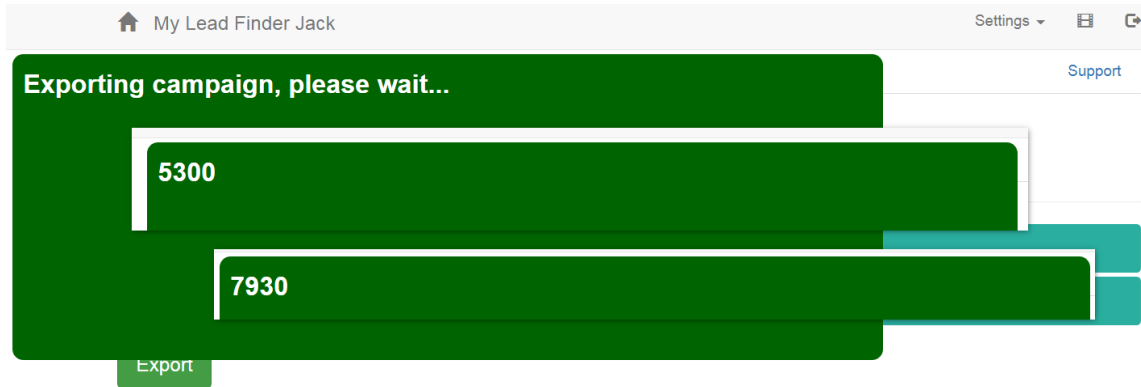


When your niche is selected, and your list is selected, click on Export.

Export to Silent Prospector

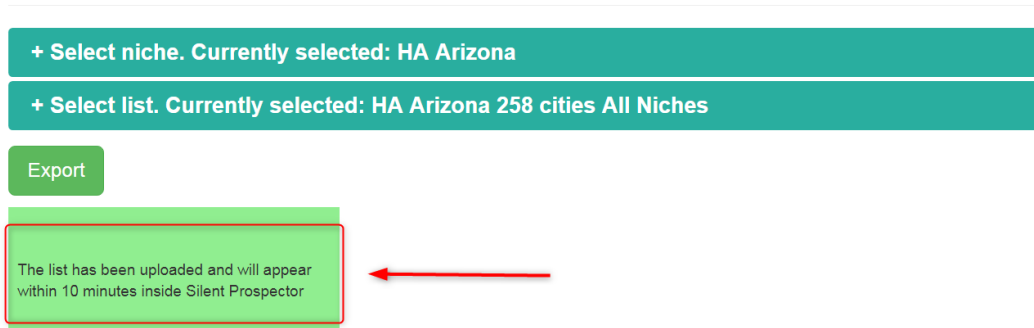


Now your list is being exported directly from Lead Finder Jack into Silent Prospector. This takes a little bit of time, and you will see the numbers changing as it progresses.

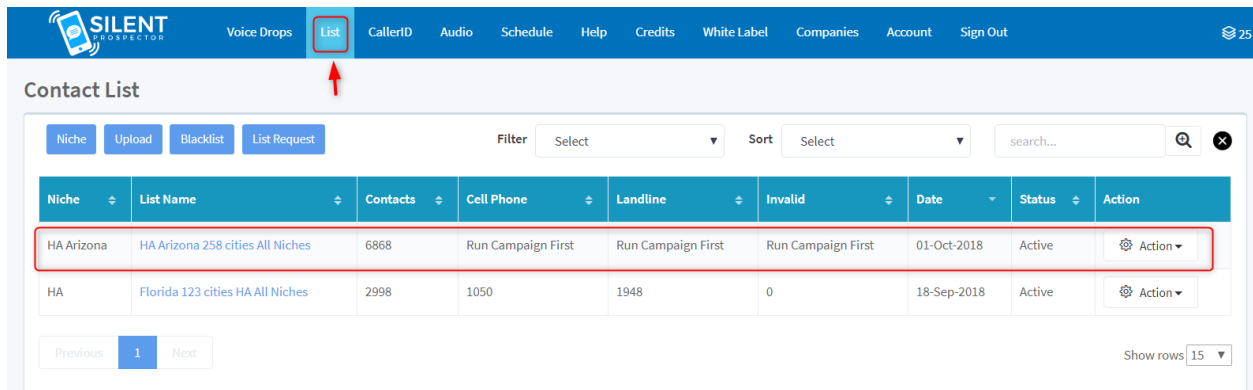


When the exporting process is complete, your screen will show “The list has been uploaded and will appear within 10 minutes inside Silent Prospector”:

Export to Silent Prospector



When you go back to Silent Prospector, you will see the list in the **List** tab within 5-10 minutes. (If you don't see it yet, try clicking on another tab and then click the **List** tab again.)



You will go back to the **Silent Prospector tutorial (Module 3)** to complete the final step of the Turbo System.

**** Return to the Module #3 tutorial to continue the Turbo System setup. ****



<http://jackhopman.com>

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