

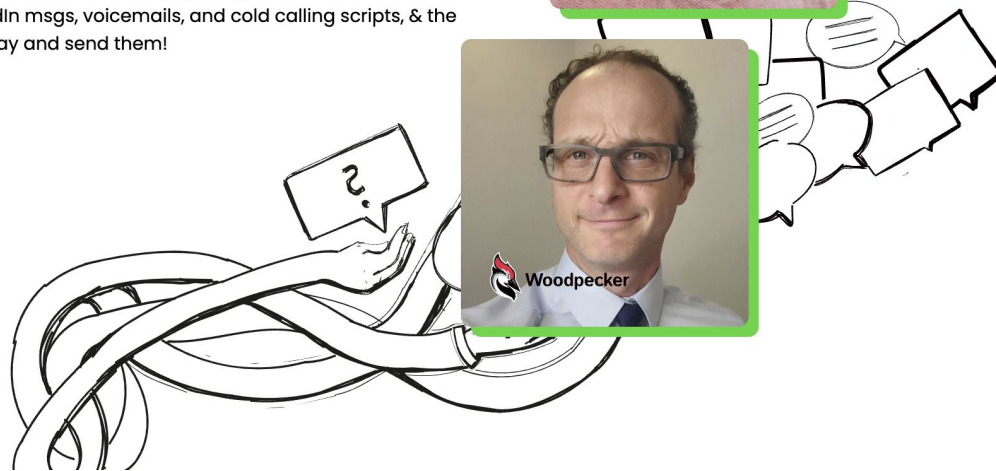
NEXT > March 1st, 2023

LIVE Q&A - Top 10 Questions Answered!

<https://playbks.com/woodpecker-nick-top-10-sales-qa>

Together, let's build your 25-day sales cadence & 2x your REPLIES

During this one-time FREE workshop, you'll get a proven cadence of emails, LinkedIn msgs, voicemails, and cold calling scripts, & the exact order to say and send them!



GET SLIDES

During this one-time FREE workshop, you'll get Nick's proven cadence of...

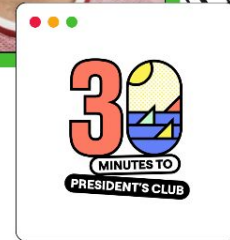
- ✓ attention grabbing emails
- ✓ conversation starting LinkedIn msgs
- ✓ reply boosting voicemail scripts
- ✓ appointment setting cold call scripts

... And the exact order to say and send!

FREE workshop



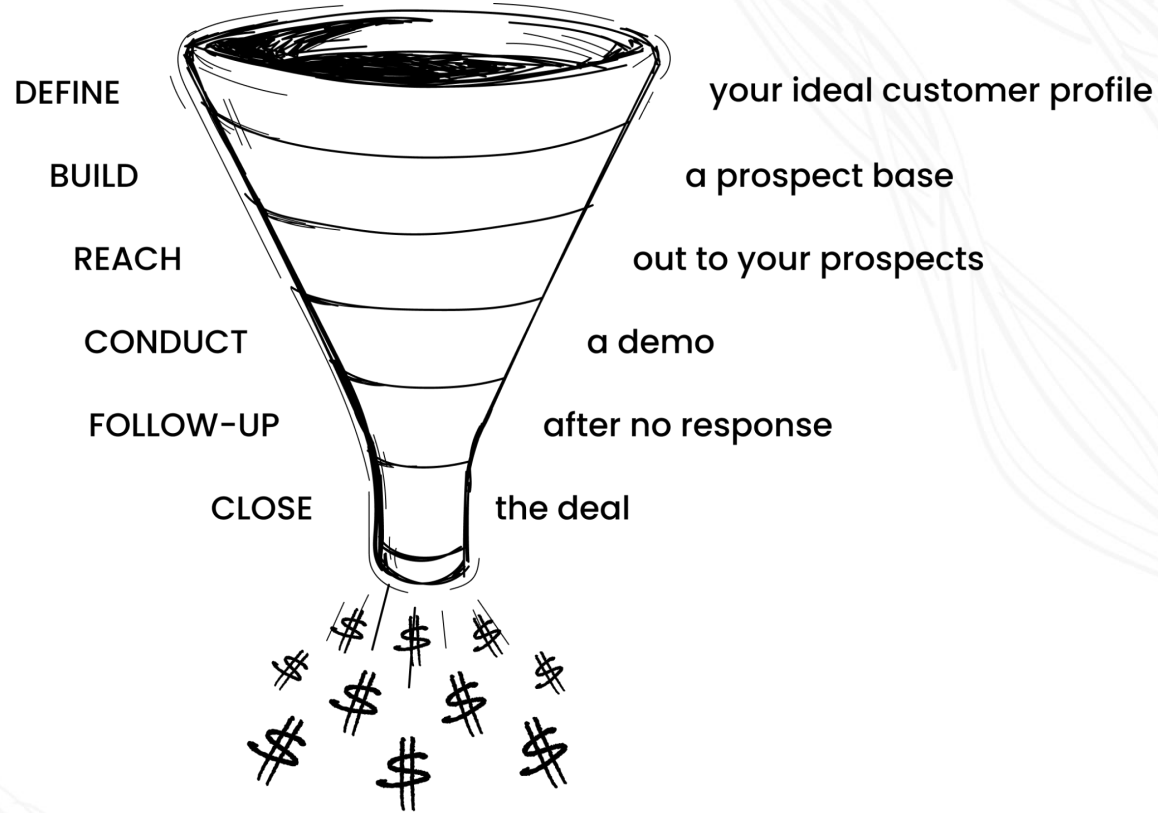
with
Nick
Cegelski



But First... A Poll



The problems...



Our answer...

Section 1 Day 1-2

The Density Days



Email:
Step 1, Day 1



LinkedIn Request:
Step 2, Day 1



Cold Call:
Step 3, Day 2



Email:
Step 4, Day 2

Section 2 Day 5-8

Repeat Yourself



Call:
Step 5, Day 5



Email:
Step 6, Day 5



Email:
Step 7, Day 8

Section 3 Day 11-14

Gear Shift



Call:
Step 8, Day 11



Video Email:
Step 9, Day 11



Call:
Step 10, Day 14



Email:
Step 11, Day 14

Section 4 Day 17-25

Let It Ride



Email:
Step 12, Day 17



Email:
Step 13, Day 20




Email:
Step 14, Day 24



Disposition:
Step 12, Day 25



Day 1 - Personalized Email


EMAIL ▾

VERSION A +

Subject

{{FIRST_NAME}}

{{! Comment goes here }}

Most attorneys are sick of accounting for every billable moment of their time. Recreating days of work to build a timesheet is brutal.

Attorneys use Ping's timesheet synthesizer to save hours/week timekeeping.

Open to learn more?

Nick Cegelski | Strategic Partnerships

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TUE 08:00 AM - 06:00 PM

WED 08:00 AM - 06:00 PM

THU 08:00 AM - 06:00 PM

FRI 08:00 AM - 06:00 PM

SAT 12:00 AM - 12:00 AM

[Send test email](#)

[Spam check this email](#)

[Delete this email](#)

📍 Need help with copywriting?
[Meet Woodpecker Experts](#)



Day 1 - LinkedIn Connection Request

LINKEDIN

Send connection request

Hey {{FIRST_NAME}}, I just emailed you. Let me know what you think.

<https://www.linkedin.com/in/justinzim/>

Set up due date to: 0 days after task is created

Delete this task

Send connection request

Visit profile

Send connection request

Send InMail

Send direct message



About Tasks

Manual Tasks

sent from: no email chosen
Requires attention ⓘ

SA TASK

STATS PROSPECTS TO CHECK **TASKS** 1

All time ▾

Friday

- ✓ Make a phone call john.doe@company.c... JO ▾
- ✓ Make a phone call jim.jones@yetanother... JI ▾

Today

- ✓ Update data kate@anothercompan... KA ▾



Day 2 - Cold Call



CALL ▾

Make a call: {{PHONE}}

[Justin], this is Nick Cegelski with 30MPC. I know you didn't expect me to call you this afternoon. Mind if I take one minute to share why I called you specifically and then you can tell me whether or not it makes sense to speak?

Voicemail

Voicemail: I'm about to send you a video message



Set up due date to: days after task is created

Devices

Choose devices ▾

 [Delete this task](#)



GET SLIDES


Day 2 - Email

The screenshot displays an email client interface. At the top center, there is an envelope icon labeled "EMAIL" with a dropdown arrow. Below this, the email composition area is titled "VERSION A" with a plus sign. The "Subject" field contains the text "Leave the subject blank to follow up in the same thread". A callout box with a dashed green border points to the subject field, containing the text: "When sending a message in the same thread, the previous message is always attached". Below the subject field, the text "Thoughts? Sent from my iPhone" is visible. At the bottom of the composition area, there is a rich text editor with a font dropdown set to "Sans Serif", a size dropdown set to "medium", and various formatting icons (bold, italic, underline, strikethrough, bulleted list, numbered list, link, unlink, code, link, unlink). Below the editor are icons for undo, redo, link, unlink, image, and video.

On the right side, a calendar view is shown. It features a weekly layout with days of the week and time slots. The days are: SUN (12:00 AM - 12:00 AM), MON (08:00 AM - 06:00 PM), TUE (08:00 AM - 06:00 PM), WED (08:00 AM - 06:00 PM), THU (08:00 AM - 06:00 PM), FRI (08:00 AM - 06:00 PM), and SAT (12:00 AM - 12:00 AM). Below the calendar, there are three action items: "Send test email", "Spam check this email", and "Delete this email".




Day 5 - Cold Call


CALL ▾


Make a call: {{PHONE}}

VM = explain pain, point back to email.




Set up due date to: days after task is created

Devices

 [Delete this task](#)



Day 5 - Automated Email


EMAIL ▾

VERSION A +

Subject

Leave the subject blank to follow up in the same thread

{{FIRST_NAME}} - just tried you at the office. Open to speaking sometime next week?

Sent from my iPhone

Sans Serif medium **B** *I* U S ☰ ☷ ∞ </> ☞ ⚡

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<input checked="" type="checkbox"/>	FRI	08:00 AM	-	06:00 PM
<input type="checkbox"/>	SAT	12:00 AM	-	12:00 AM

[Send test email](#)

[Spam check this email](#)

[Delete this email](#)



Day 8 - Automated Email (new thread)

EMAIL ▾

VERSION A +

Subject

Missing time

{{FIRST_NAME}},

Attorneys that neglect to track 100% of their time are throwing money in the trash can.

Ping ensures billable time won't slip through the cracks. Firms using Ping boost billable time by 128 hours per attorney/year.

Lunch is on me if you're open to check it out.

Nick Cegelski | Strategic Partnerships|

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THU 08:00 AM - 06:00 PM

FRI 08:00 AM - 06:00 PM

SAT 12:00 AM - 12:00 AM

[Send test email](#)

[Spam check this email](#)

[Delete this email](#)



Day 11 - Cold Call

CALL ▾

Make a call: {{PHONE}}

Live

[Justin], this is Nick Cegelski with 30MPC. I know you didn't expect me to call you this afternoon. Mind if I take one minute to share why I called you specifically and then you can tell me whether or not it makes sense to speak?

Voicemail

Voicemail: I'm about to send you a video message

🔊 ▶

Set up due date to: 3 days after task is created

Devices

Choose devices ▾

🗑️ [Delete this task](#)



Day 11 - Automated Video Email

EMAIL ▾

VERSION A

+

Subject

{{FIRST_NAME}} - - in lieu of a normal email follow up, I filmed a 16 second video mess

I am indeed a real human being!

Let me know what you think (or if you hate the video...)

Nick Cegelski | Strategic Partnerships

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FRI 08:00 AM - 06:00 PM

SAT 12:00 AM - 12:00 AM

[Send test email](#)

[Spam check this email](#)

[Delete this email](#)



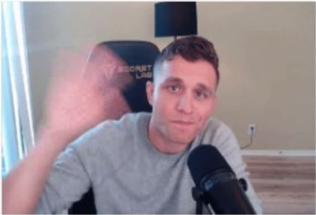
Day 11 - Automated Video Email

EMAIL

VERSION A +

Subject

{{FIRST_NAME}} -- in lieu of a normal email follow up, I filmed a 16 second messc



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Nick Cegelski | Strategic Partnerships

Sans Serif medium B I U S

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WED 08:00 AM - 06:00 PM

THU 08:00 AM - 06:00 PM

FRI 08:00 AM - 06:00 PM

SAT 12:00 AM - 12:00 AM

[Send test email](#)


[Spam check this email](#)

[Delete this email](#)

My Videos Webcam Screen Uploads Desktop YouTube Activity

WebCam Microphone Quality

Logitech Brio (046d:0854) Default - Producer USB (0783: 1280x720 (High Definition))




Mirror my video Display Teletypewriter

Blur Background Virtual Background

@ Dubbi



Call - Day 14


 CALL ▾


Make a call: {{PHONE}}

Make a call

Set up due date to: days after task is created

Devices


 [Delete this task](#)



✓ *Changes saved*



Automated Email - Day 14


EMAIL ▾

VERSION A +

Subject

Leave the subject blank to follow up in the same thread

Was the video that bad?

Sent from my iPhone

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<input checked="" type="checkbox"/>	THU	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	FRI	08:00 AM	-	06:00 PM
<input type="checkbox"/>	SAT	12:00 AM	-	12:00 AM


[Send test email](#)

[Spam check this email](#)

[Delete this email](#)



Automated Email - Day 17



EMAIL ▾

VERSION A +

Subject

Leave the subject blank to follow up in the same thread

{{FIRST_NAME}} -

Attorneys often tell me they wish they had a better way to do their timekeeping.

Open to see a better way?

Sans Serif medium **B** *I* U S [List] [List] [Link] [Code] [Quote] [Align]

Aa [Link] [Image] [Image]

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<input checked="" type="checkbox"/>	MON	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	TUE	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	WED	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	THU	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	FRI	08:00 AM	-	06:00 PM
<input type="checkbox"/>	SAT	12:00 AM	-	12:00 AM


[Send test email](#)

[Spam check this email](#)

[Delete this email](#)



Automated Email – Day 20


EMAIL ▾

VERSION A +

Subject

Leave the subject blank to follow up in the same thread

{{FIRST_NAME}} - You're either way too busy chasing down timesheets OR my outreach has been totally irrelevant.

Mind letting me know if I'm in the wrong place?

Sans Serif medium **B** *I* U **S** [List] [Align] [Link] [Code] [Quote] [Undo]

Aa [Link] [Image] [Video] [Embed]

<input type="checkbox"/>	SUN	12:00 AM	-	12:00 AM
<input checked="" type="checkbox"/>	MON	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	TUE	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	WED	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	THU	08:00 AM	-	06:00 PM
<input checked="" type="checkbox"/>	FRI	08:00 AM	-	06:00 PM
<input type="checkbox"/>	SAT	12:00 AM	-	12:00 AM


[Send test email](#)


[Spam check this email](#)

[Delete this email](#)




Automated Email - Day 24

EMAIL 

VERSION A 









Subject






Leave the subject blank to follow up in the same thread 

Hey {{FIRST_NAME}},

I haven't heard back from you, so I'm going to assume Time by Ping is not on the radar today.

Mind giving me a thumbs-up or down?

Sans Serif  medium  **B** *I* U **S**      

SUN 12:00 AM - 12:00 AM

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TUE 08:00 AM - 06:00 PM


WED 08:00 AM - 06:00 PM


THU 08:00 AM - 06:00 PM

FRI 08:00 AM - 06:00 PM

SAT 12:00 AM - 12:00 AM

 [Send test email](#)

 [Spam check this email](#)

 [Delete this email](#)



A Poll

