



EARN AN EXTRA \$6K EVERY MONTH WITH TEXTLIVING

Presented by:
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ROAD MAP

White-Labeling Your
Way to Success

The Process for
Success

Following the Process
to \$6K per Month



THE CHALLENGE OF MOST WHITE-LABEL PLATFORMS

CHALLENGE: Many people believe that diving into white-labeling software requires a technical background or a deep interest in becoming a software entrepreneur.

OPPORTUNITY: textLIVING's white-label program is specifically designed to create an opportunity for non-tech-savvy entrepreneurs and experienced sales professionals.

THE OPPORTUNITY IS LIMITLESS

With textLIVING, you make your business what you want it to be.

Looking to build a six-figure software business?

Many of our white-label partners launched as a way to earn significant, scalable revenue without taking on the risk or investment of starting a software company.

OR

Interested in earning technology-driven revenue as a side hustle?

Maybe you're a merchant sales representative or commercial real estate agent with dozens of relationships with small businesses in your community.



BUT YOU NEED A PROCESS TO BE SUCCESSFUL

The primary reason our white-label partners are successful is found in **their ability to follow an effective process for building their book of business** and then having the persistence, determination, and grit to stick with it.

Why is process so important?

A process is valuable because it's repeatable, which makes it scalable.

TEXTLIVING'S PROVEN SALES PROCESS

Here's a quick overview of the proven sales process we've developed from more than 10,000+ sales conversations:

STEP 1

Identify potential customers and build a lead list

Dig Deeper: Find more insights on creating and managing your prospect list in [this free blog article](#).

STEP 2

Reach out to set an appointment

Tip: Use the structure of a cold call to schedule a visit with a decision maker.

STEP 3

Lead the meeting/demo with a clear roadmap

Dig Deeper: Discover how to master the art of the demo in [this free blog article](#).

STEP 4

Be intentional with your follow-up

Tip: Send an e-mail to your prospect in the parking lot immediately after your visit that offers next steps to move forward and reiterates your rebuttals to any objections they had.

STEP 5

Close the deal or continue to build the relationship

FOLLOWING THE PROCESS TO \$6,000 PER MONTH



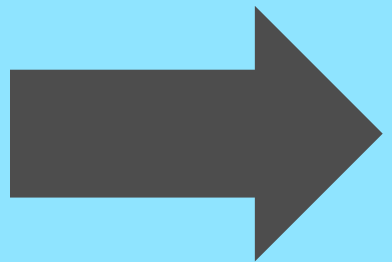
- 01 38 Customers = \$6K in MRR**
Earn \$6,000 per month by having 38 active customers paying \$159 monthly residual for the software.
Goal = 2 new customers per week
- 02 150~ Demos and Meetings**
Expecting an average win rate of 25%, you could get to 38 customers from meeting with 150 prospects.
Goal = 8 prospect meetings per week
- 03 200-250 Leads**
Most merchants will take time to meet with an effective request.
Goal = Build a schedule that includes 2 prospect meetings per day.

PERSONAL REFLECTION QUESTIONS TO CONSIDER BEFORE STARTING A WHITE-LABEL SOFTWARE BUSINESS

Reflecting on these personal considerations will help you assess your readiness to launch a white-label software business.

Passion and Interest:

- Am I genuinely interested in the software industry and technology I am looking at?
- Do I believe I will be motivated and enthusiastic about running a software business in the long term?
- Can I be disciplined and consistently do the hard things every day to be a successful software entrepreneur?

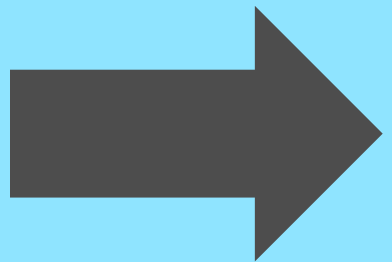


Entrepreneurial Mindset:

- Am I comfortable taking risks and handling the uncertainties of starting and running a business?
- Do I possess the necessary entrepreneurial skills such as problem-solving, decision-making, and adaptability?

Time Commitment and Financial Considerations:

- Am I willing to dedicate significant time and effort to launch and grow my business?
- Do I have a support system or the resources to effectively manage my personal and professional life?
- Do I have a plan for generating revenue and sustaining my business financially?



Personal Strengths and Weaknesses:

- What are the key strengths and skills that I can contribute to the success of the business?
- What areas might I need to improve or seek assistance with?

Dive deeper into these reflection questions in our article:

[Decoding Success: 10 Personal Questions to Ask Before White-Labeling Software](#)

A WEEK OF THE LIFE OF A TEXTLIVING WHITE-LABEL PARTNER

Here is a sample of weekly activity goals that could help you achieve a quarterly sales quota of 20 new clients.

Weekly Goal = Schedule 10-12 meetings per week.

Monday = Blitz Day (50 calls, no meetings are to be scheduled on this day)

Tuesday = 1 meeting / demo + 40 activities*

Wednesday = 2 meetings / demos + 30 activities

Thursday = 3 meetings / demos + 20 activities

Friday = 4 meetings / demos + 10 activities

*Activities consist of calls, walk-ins, e-mails, social media outreach, and customer follow-up



CHARACTERISTICS FOR SUCCESSFULLY BUILDING A WHITE-LABEL SOFTWARE BUSINESS

1. **Definitive Purpose.** Without a purpose and a plan, people drift aimlessly through life.
2. **Positive Mental Attitude.** Success attracts more success, while failure attracts more failure.
3. **Pleasing Personality.** The sum total of your mental, spiritual, and physical traits and habits that distinguish them from all others.
4. **Enthusiasm.** Faith in action. It comes from within, although it radiates outwardly in the expression of your voice and your countenance.
5. **Personal Initiative.** The power that inspires the completion of everything you begin. It is the power that starts all action.

CHARACTERISTICS FOR SUCCESSFULLY BUILDING A WHITE-LABEL SOFTWARE BUSINESS

6. **Self-Discipline.** Knowing how to balance the emotions of your heart with the reasoning faculty of your head.
7. **Going the Extra Mile.** The action of rendering more and better service than that for which you are presently paid, which renders the Law of Compensation.
8. **Perseverance Through Adversity or Defeat.** Many so-called failures represent only a temporary defeat that may prove to be a blessing in disguise.
9. **Intentional Habits.** You are where you are because of your established habits, thoughts, and deeds.
10. **Teamwork.** Harmonious cooperation that is willing, voluntary, and free.

CHARACTERISTICS FOR SUCCESSFULLY BUILDING A WHITE-LABEL SOFTWARE BUSINESS

11. **Accurate Thinking.** The power of thought is the most dangerous or the most beneficial power available to humans, depending on how it is used.

12. **Creative Vision.** Developed by the free and fearless use of your imagination.

13. **Personal Health.** Sound health begins with sound health consciousness, just as financial success begins with a prosperity consciousness.

14. **Controlled Attention.** This enables you to focus the powers of your mind upon the attainment of a definite objective and to keep it so directed at will.

15. **Wisdom in Budgeting Resources.** Time and money are precious resources, and few people striving for success ever believe they possess either one in excess.

MORE RESOURCES TO EXPLORE

- VIDEO: [90 Days to Success as a White-Label Partner](#)
 - In this video, Joe Brannon offers a closer look at how textLIVING equips and empowers our white-label partners to achieve success in the first 90 days
- [Explore our entire library of resources](#)



Schedule a Free Demo of textLIVING's
Marketing Software

textliving.com

