

How to Get High Paying SEO Clients to Approach You

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Based upon Real World Experience...

This is How I've Actually Made the Majority of my \$\$ Online...



I have a 4-part plan that is simple to understand at a high level...

Where you will actually build a profitable business...

In a way where High End SEO Clients approach you asking you for help with their SEO!

In fact, if all you did was work on the 1st item on the following list for several months in a row, you would still be building your business towards getting SEO Clients to approach you.

I want to point out that this is not based upon theory...

I'm not regurgitating a plan that someone else came up with that sounded nice or good...

This is what I ACTUALLY have been practicing for about 6 years to the point that it has supported a nice life for me, my wife, and my 2 children...

...without me needing to be constantly reaching out to people as a sales person.

...and it is less and less work over time.

Furthermore, I know of several other people who have taken a similar path to massive success...

So, it can work for you too!

Here are the 4 Core Principles I use to run my business every day so high paying SEO clients ask me for help:

- 1) SEO Skill Development
- 2) Θ ("Theta") Development
- 3) Sales Development
- 4) Disciplined Service Development

Sound Good?



Oh, what exactly is Θ ?

It is a website that attracts the SEO Clients, warms them up, and gets them to contact me.

I want to point out that these are in order of importance as you start your business...

Once you get clients, disciplined service development (4) becomes a top priority and supports SEO Skill Development (1)...

...so by working on your Client SEO project, you're also ticking off your highest priority.

But you don't start with Disciplined Service Development (4) because that would be ass backwards.

If all you did was work on SEO Skill Development (1), you would be building your business!

Now, I recommend you start off by working on item (1) by making some or all of your SEO practice working on your Θ site (2)...

In other words, working on Θ (2) supports SEO Skill Development (1)...

...AND supports Sales (3)!

Therefore, **working on an SEO client attraction website helps build your top 3 priorities all at once!**

I bolded and underlined the above line because it is huge...

...this is my biggest hack that has enabled me to make well into the 5 figures every month for many years.

It simplifies your focus...

It streamlines your decision making

Without Θ my business would be FAR less than it is now...

And I would constantly be having to reach out to potential clients from a much weaker position.

Here's the primary objective of a Θ website: Rank for "SEO" search phrases that our target market is searching

There are loads of benefits to being found in such a way

- The potential client already knows he can benefit from SEO, so you don't need to sell him or her on the idea of SEO being valuable to his or her business
- He or she found you ranking in Google for a valuable search phrase! Therefore, he or she has at least one case study proving you can do what you say you can do! In a field full of fakers, this is HUGE.
- You position yourself as the expert before you even know they exist...
- You get to warm them up on hiring you before they contact you

Think about it – a business decision maker has hired an SEO service provider that didn't deliver results...

He knows that SEO can make his business a lot of money...

But he wants someone who he believes can actually deliver...

So he searches up “__ SEO __” looking for someone to help...

YOU rank...

...

How do you think he'll view you?

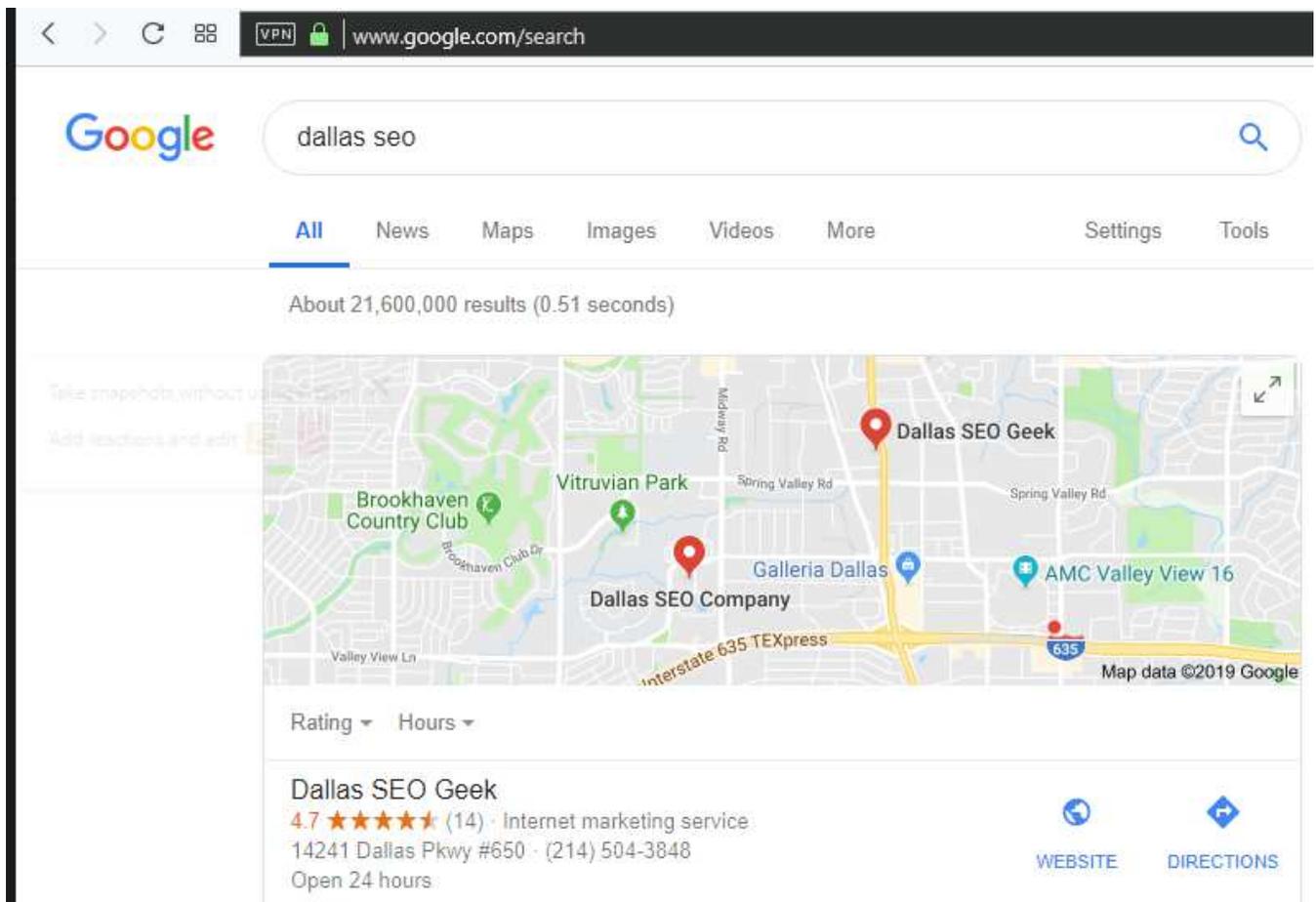
...versus if you cold called him?

Totally different story for sure!

Now, what are these different searches?

There are 2 different categories that I believe are most fruitful to focus on: Niche SEO or City/Location SEO.

My site that has generated loads of \$\$ is Dallas SEO Geek:



Screenshot taken on 02/24/2019 – your results may differ depending on your location, viewing history, and how much later you search this after I took the screenshot...but I've been ranking up there near or at the top for years.

“Dallas SEO” gets searched 1,600/m...

And I rank highly for several other closely related searches...

In 2018 it provided me with quite a few incoming leads of real business owners that are able to spend about \$15k to \$50k on SEO.

What's awesome about that is I spent almost no time working on ranking my Dallas SEO Geek in 2018...

It already ranked and has for years...

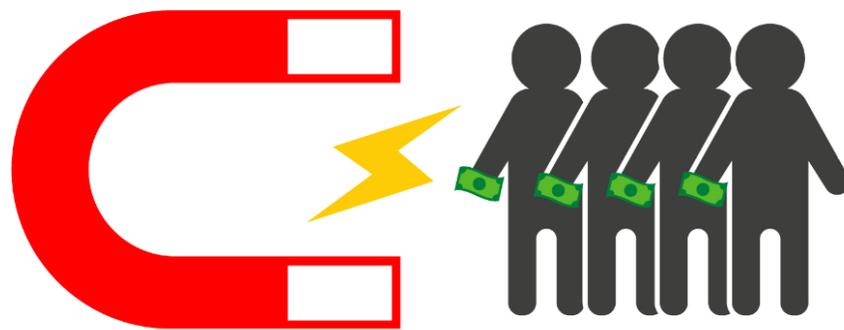
And every year it continues to provide presold client\$ for me and my family.

And I want a business asset like that for you!

[begin quick sales pitch!]

[If you'd like to know exactly how I ranked Dallas SEO Geek, check out the SEO Client Attraction System.](#)

I go deeper into how I ranked my Dallas SEO Geek website, the specific keywords that customers are searching, and the differences between niche SEO and city SEO (I talk about which one is MUCH better and why).



SEO client

ATTRACTION SYSTEM

[end sales pitch!]

Now, there are some key differences between targeting niches and cities (or other geographical locations)...

However, the principles are still exactly the same – rank for targeted SEO searches to attract presold SEO clients to you!

In both cases building your SEO skills is the critical cornerstone...

As long as you continue to work on your SEO skills, you will continue to build your business towards a sustainable and highly profitable machine for you!

And you build your SEO skills, work on your Θ , and develop your sales machine all in one by working on the SEO for your Θ !

Imagine how great it would be to:

...never have to cold call again.

...never have to go to networking events where everyone is looking to make \$\$ from you

...have a business asset that brings clients in on a regular basis

...have a case study you can point to potential clients to show your biggest reference: Google

...have potential clients more than 50% already sold on you

...all without having to do any selling until someone approaches YOU

Does that sound good?

What's cool about this system is that it helps with outbound marketing as well.

If you're doing cold calling, networking, direct mail, etc, you can point them to your rankings to prove you're the real deal.

It sets you up as an authority in your location or niche...which has a lot of side benefits

So, where do you begin?

First, you need to work on a plan to build your SEO skills as aggressively and focused as is reasonably possible.

Second, you need to consistently build a Niche or City SEO website

...If you do these 2 things aggressively then Sales will become much easier

...just talk about what you know and make potential customers an offer!

Ever since I got my Dallas SEO Geek site ranking I've been over \$10k/m every month for YEARS...

...within 6 months of starting the Dallas SEO Geek website.

And many months have been much higher than \$10k/m...

And only a small amount of my time every week is spent on selling.

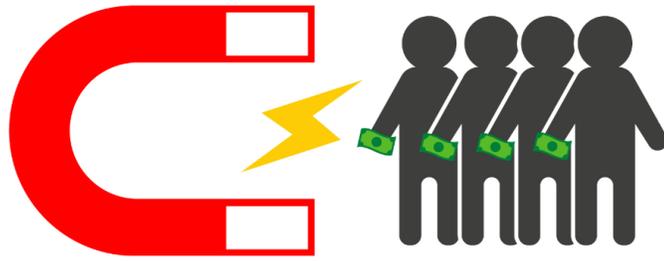
[I recommend you check out the SEO Client Attraction System](#) if you'd like a comprehensive covering of all 4 principles:

- 1) SEO Skill Development
- 2) Θ ("Theta") Development
- 3) Sales Development
- 4) Disciplined Service Development

In the system I give you a simplified and organized focus that builds a real, sustainable business model that can easily make you well into the five figures per month...

All while doing very little selling...

I do talk about how I sell, how I price, how I talk to clients, how I do SEO for my clients, ... and more!



SEO Client

ATTRACTION SYSTEM

I hope this has been helpful to you 😊

Please look out for my communications in the future to receive more valuable info on the SEO Client business model.

\$\$ Good luck fulfilling your dreams!! \$\$

-David Hood

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