

Using A.I. To Improve Your Media Sales Game:

Tips, tricks, and things to avoid.

Ryan Dohrn



**If you kiss me, I will
turn into a
beautiful princess!**





360 Ad Sales
T R A I N I N G



Sequel to Top Sales Book *Selling Backwards*

SELLING FORWARD

**Pandemic Tested Sales
Strategies for Success**



Ryan Dohrn

Emmy Winner

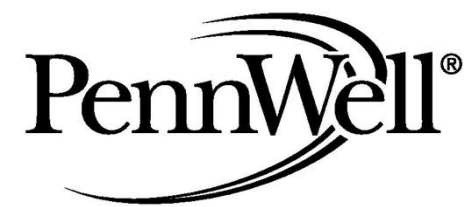
Global Sales Coach

30,000 Reps Trained

\$500,000,000 Coach

30-Year Sales Veteran

VANCE

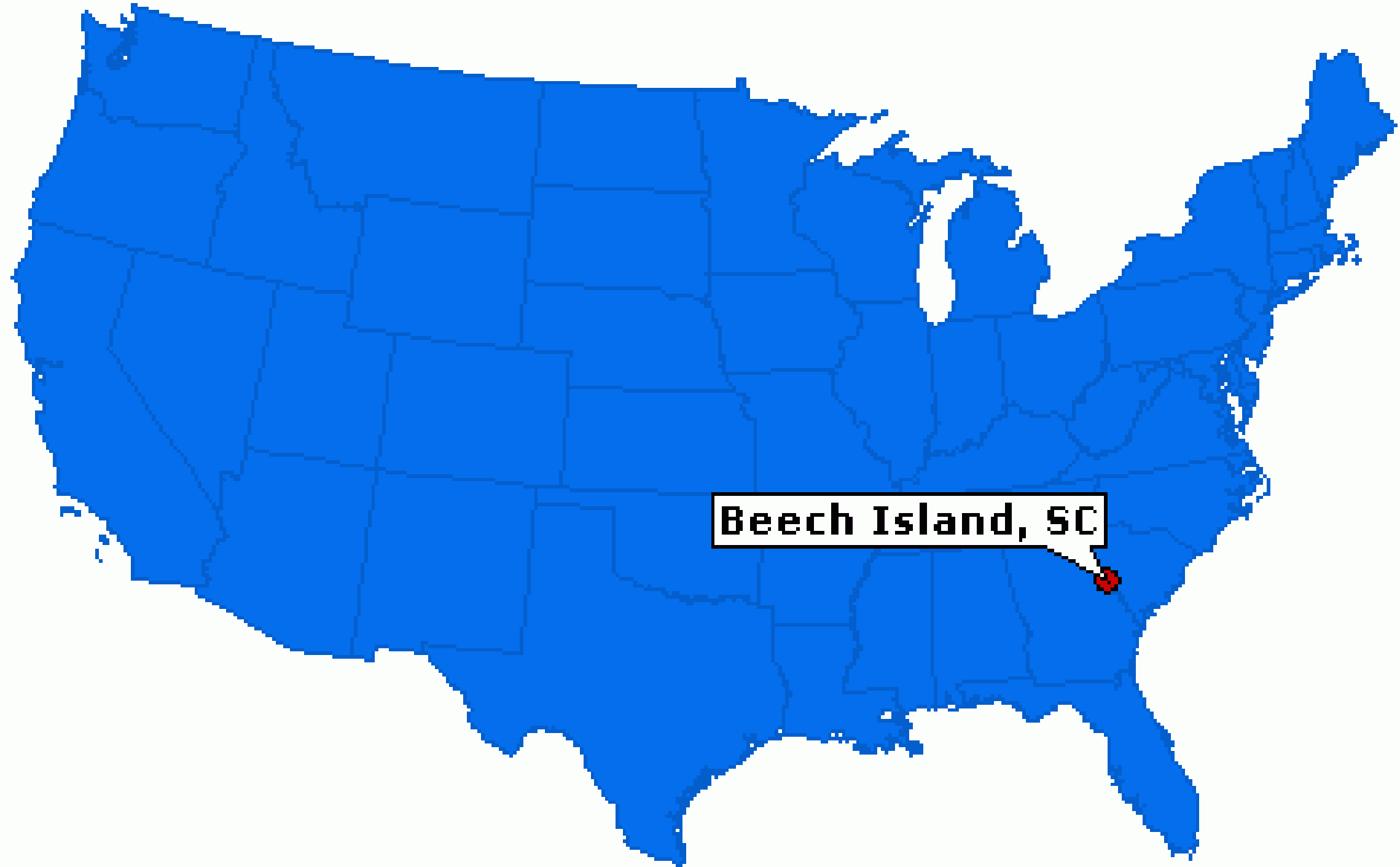








Beech Island, SC

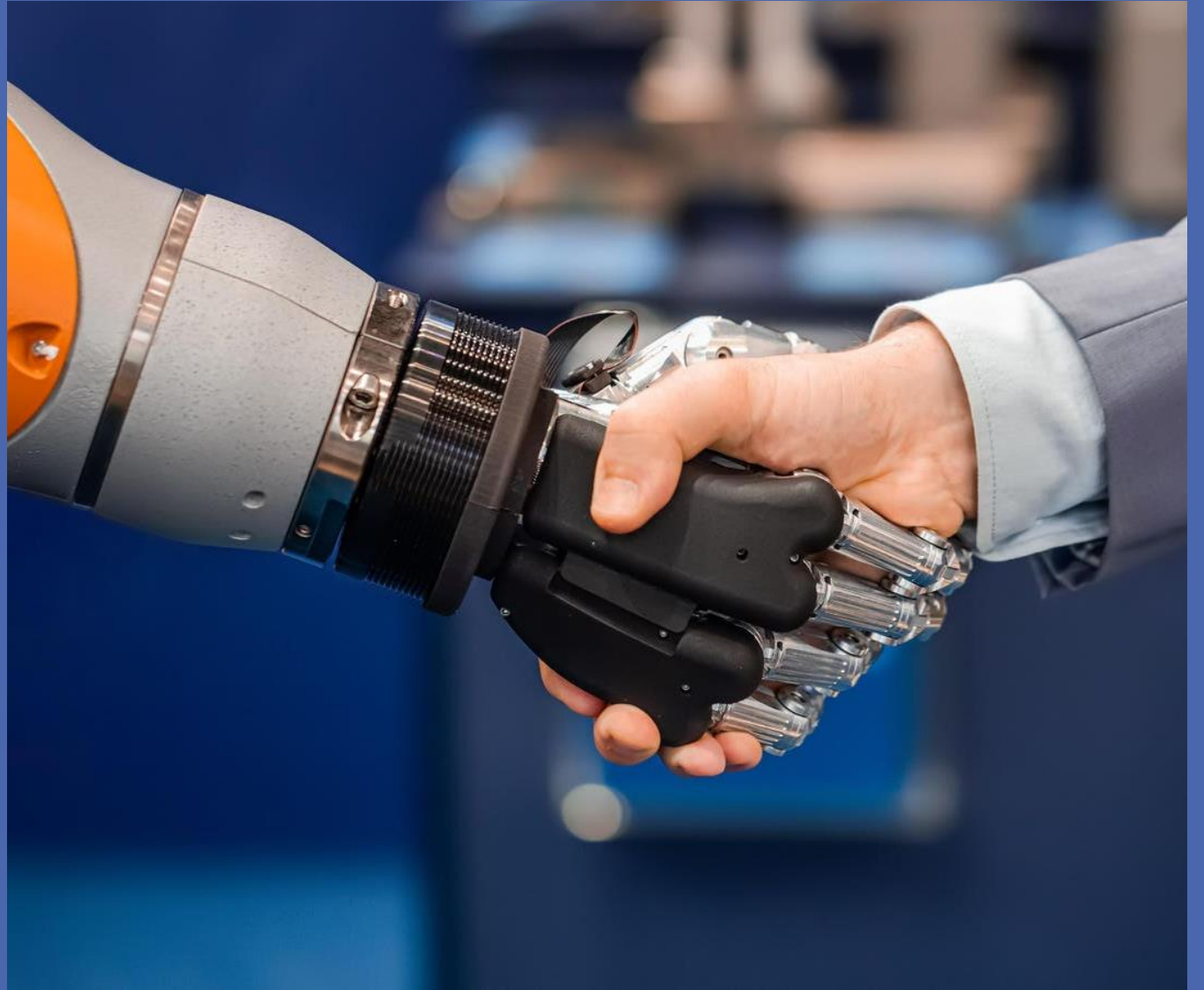






\$1,000,000,000

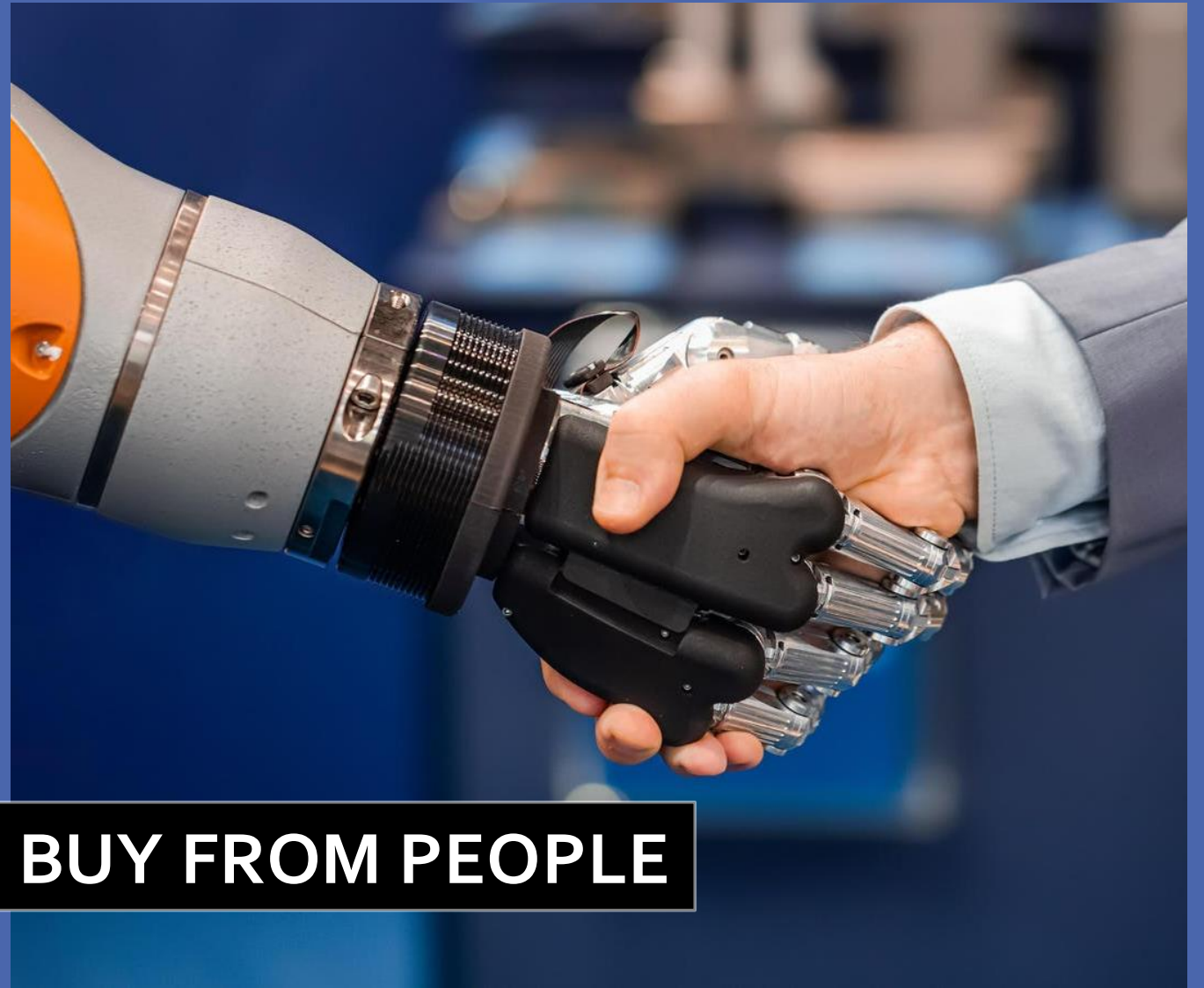
Will A.I.
replace
salespeople?



Will A.I.
replace
salespeople?

NO!

PEOPLE BUY FROM PEOPLE



The Top 50 Gen AI Web Products, by Unique Monthly Visits

1.  ChatGPT	11.  removebg	21.  ElevenLabs	31.  manus	41.  replit
2.  Gemini	12.  Doubao	22.  Hugging Face	32.  CIVITAI	42.  candy.ai
3.  deepseek	13.  NotebookLM	23.  Lovable	33.  KlingAI	43.  JuicyChat
4.  Grok	14.  SPICYCHAT.AI	24.  Crushon AI	34.  cutout.pro	44.  VEED
5.  character.ai	15.  SUNO	25.  GAMMA	35.  Adot	45.  Hailuo AI
6.  perplexity	16.  QuillBot	26.  CURSOR	36.  DeepAI	46.  Meta AI
7.  Claude	17.  Kimi	27.  Pixelcut	37.  Poe	47.  Remaker
8.  JanitorAI	18.  PolyBuzz	28.  Midjourney	38.  ZeroGPT	48.  Joi
9.  Quark	19.  SEARTE.AI	29.  TurboScribe	39.  Google Labs	49.  Monica
10.  Google AI Studio	20.  Qwen3	30.  Photoroom	40.  Leonardo.Ai	50.  ourdream.ai



IDEA #1

Don't Get Caught with A.I.

Three dead giveaways you are using A.I. in your sales game...

1. The – em dash –

- **For Emphasis or a Dramatic Pause:**

"I was going to suggest a nice dinner—but then I remembered we left the stove on."

- **For an Abrupt Interruption:**

"Mabel the cat was delighted with the new treats—Harry the dog, however, felt otherwise."

- **Replacing Parentheses (For a Smoother Flow):**

"The three main ingredients—flour, sugar, and butter—must be room temperature."

**Write in AP style, American English
and do not use the – em dash –**

/human

2. Replies that are too long and do not sound like you.

- Teach AI how you write by loading 10 samples from you
- Load sample templates that you like and sound like you
- Well thought out and perfectly written emails SCREAM that they were written by A.I.
- Declare it. - “I dropped your question into ChatGPT and also I added my thoughts as well. I hope it helps.”

**3. You know WAY TOO much.
That's called being creepy.**



IDEA #2

**Teach A.I. What
You Do and What
You Will Need to
Do Your Job**

“I sell marketing solutions for a local media company – be specific – and I will be using you to polish up my emails, fix grammar, and do research. I will need email address, company names, business ownership details, and help being relevant to them to better connect with them to book meetings.”

“I like my emails to be short, punchy, and casual, but professional. I am a fan of three words in a subject and three sentences max in my emails. Please make subject line suggestions and relevancy suggestions like things they are trying to promote or things that are important to the company and their marketing planning.”

CREATE YOUR A.I. RULES

Rules:

Do not invent names, emails, phone numbers, revenue, or contacts.

If something cannot be verified, write “Not verified.”

Keep the response short, practical, and sales focused.

Include citations for verified facts.

Use the company website, leadership pages, press releases, public business profiles, industry articles, and credible public sources.

For the email field, only list a direct email if it is publicly verified. Otherwise, provide the most common verified email format used by the company and label it as “likely format. At the end, add one short sales relevance note explaining why this company may need help with branding, lead generation, customer awareness, local visibility, recruitment, events, promotions, print, radio, digital, video, email, or content marketing.

ChatGPT



 New chat

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 Apps

 Codex

... More

Projects

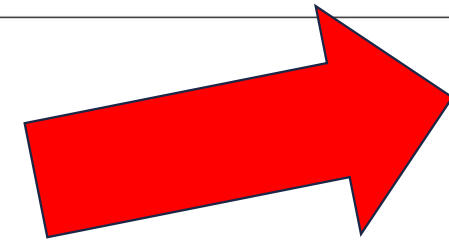
 New project

 ChatGPT live interview...

 Role Bot Test 2



Ryan Dohrn
Plus



What's on your mind today?

+ Ask anything



Thinking ▾



 Create an image

 Write or edit

 Look something up

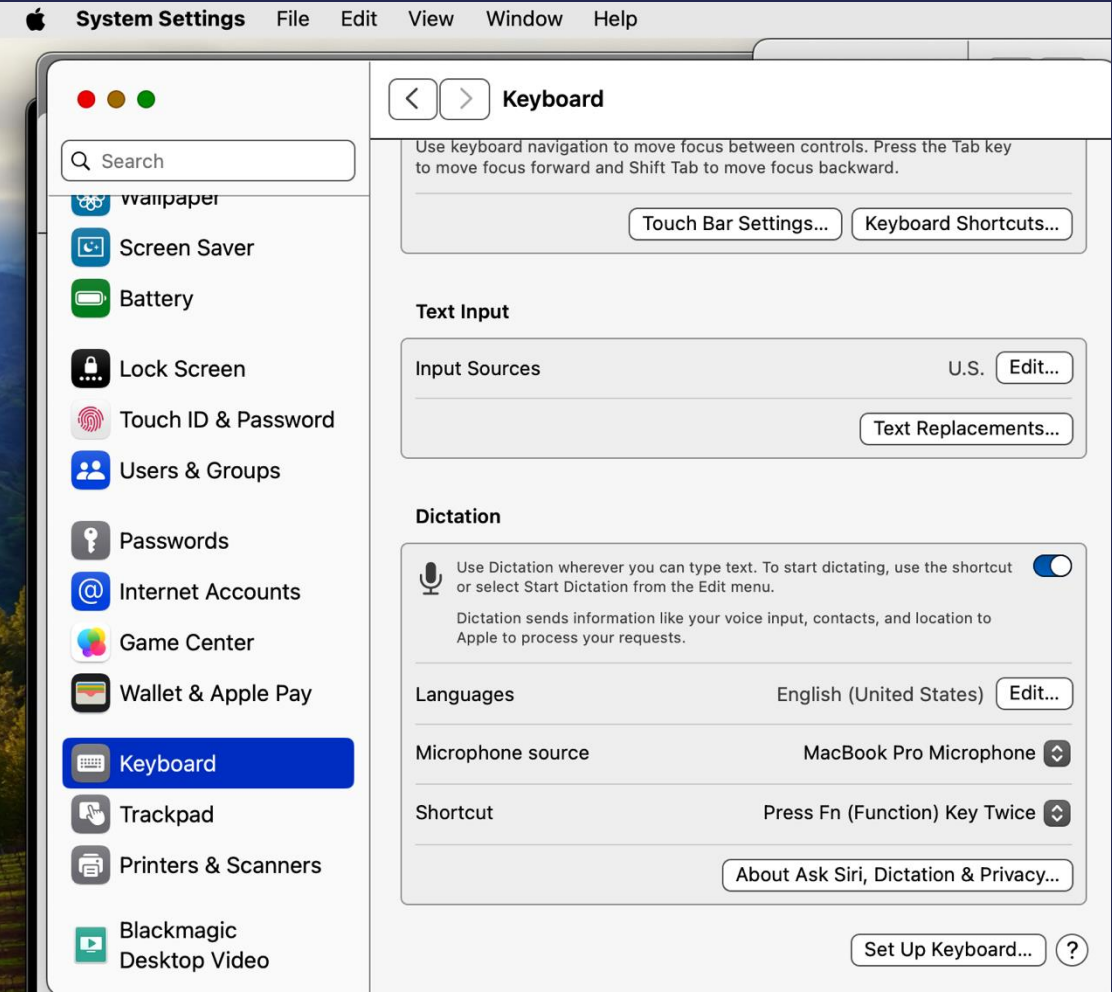
Get work done faster with Codex

Millions of people use Codex to get real work done faster. Included free in your plan.

Try Codex



TALK TO YOU BOT



MAC



PC



IDEA #3

Research With A Purpose and A Pattern

What's on your mind today?

Scrape the web and your available resources and pull back for me 4 HVAC companies serving the Augusta, GA area also called the CSRA. Create this list in a 6-column format. Company name, owner or president name, web address, most common email format used by the company and what % you feel the email is correct, marketing director or office manager name, and what are they currently promoting on social or their website." | 



Thinking ▾



ChatGPT



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📁 Home Owners in August...

📁 Sales Math

📁 Sales Email Prospecting...

⋮ More

Recents

HVAC Companies August...

RD Ryan Dohrn
Plus



Ryan, I pulled this from the tiny screenshot as a request for **4 HVAC companies serving Augusta and the CSRA** in a 6-column prospecting format.

Company	Owner or president	Web address	Email format	Best contact target	Current promo or sales angle
Busby's Heating & Air Conditioning	Kristen Munn, President and future owner. Rick Busby is also listed as owner. busbys.com +1	busbys.com	Not verified publicly	Kristen Munn, President	Promoting \$150 off an Air Scrubber, allergy relief, Comfort Club membership and "Get Comfort Today." busbys.com +1
Bailey's Comfort Services	Ray Orzechowski, President and CEO. BBB also lists Ray as owner and Mark Zepp as manager. Bailey's Comfort ... +1	baileyscomfortservices.com	Not verified publicly	Mark Zepp, Manager, or Ray Orzechowski	Promoting AC tune-ups, 24-hour emergency service, VIP Club priority service and financing options. Bailey's Comfort ... +1
Sig Cox Heating & Air Conditioning	Jeff Miller, CEO. Company was acquired by JSM Family Holdings, with Miller leading Sig Cox. Augusta CEO +1	sigcox.com	Not verified publicly	Jeff Miller, CEO	Promoting residential and commercial HVAC service, sales, installation and a long local history since 1926. Sig Cox - ... +1
Doc Savage Heating & Air Conditioning	Joe Savage, owner and president. docsavageair.com	docsavageair.com	Not verified publicly	Joe Savage, Owner/President	Promoting 24/7 emergency service, AC installation and repair, heating, indoor air quality and Doc's Comfort Agreement. docsavageair.com



Ask anything



Thinking ▾



ChatGPT can make mistakes. Check important info.

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📁 Role Bot Test 2



Ryan Dohrn
Please

Ryan, I pulled this from the tiny screenshot as a request for **4 HVAC companies serving Augusta and the CSRA** in a 6-column prospecting format.

Owner or president	Web address	Email format	Best contact target	Current promotional angle
Kristen Munn, President and future owner. Rick Busby is also listed as owner.	busbys.com	Not verified publicly	Kristen Munn, President	Promoting \$150 Scrubber, allergy Club membership Comfort Today."
Ray Orzechowski, President and CEO. BBB also lists Ray as owner and Mark Zepp as manager.	baileyscomfortservices.com	Not verified publicly	Mark Zepp, Manager, or Ray Orzechowski	Promoting AC tune hour emergency Club priority service financing options

busbys.com +1

Bailey's Comfort ... +1

Bailey's Comfort ... +1

+ What about the email format? Try harder!



Thinking ▾



ChatGPT can make mistakes. Check important info.

Thought for 13s >

You're right. There **is** more to work with.

The strongest email pattern I found for Busby's is:

first initial + last name @ busbys.com

Example: jdoe@busbys.com ↗

Prospeo lists jdoe@busbys.com ↗ as Busby's most common format, used **85.7%** of the time. Seamless also lists **[f][last]**, example jdoe@busbys.com ↗, as the common format. Prospeo +1

Contact	Role	Best email guess	Confidence
Kristen Busby Munn	President	<u>kmunn@busbys.com</u> ↗	Strong format, not verified
Rick Busby	Owner	<u>rbusby@busbys.com</u> ↗	Strong format, not verified
Jeff Asselin	Sales & Talent Development Manager	<u>jasselin@busbys.com</u> ↗	Strong format, not verified
Peter Brodhagen	Service Manager	<u>pbrodhagen@busbys.com</u> ↗	Strong format, not verified

+ Ask anything



Thinking ▾



EXPORT TO EXCEL?

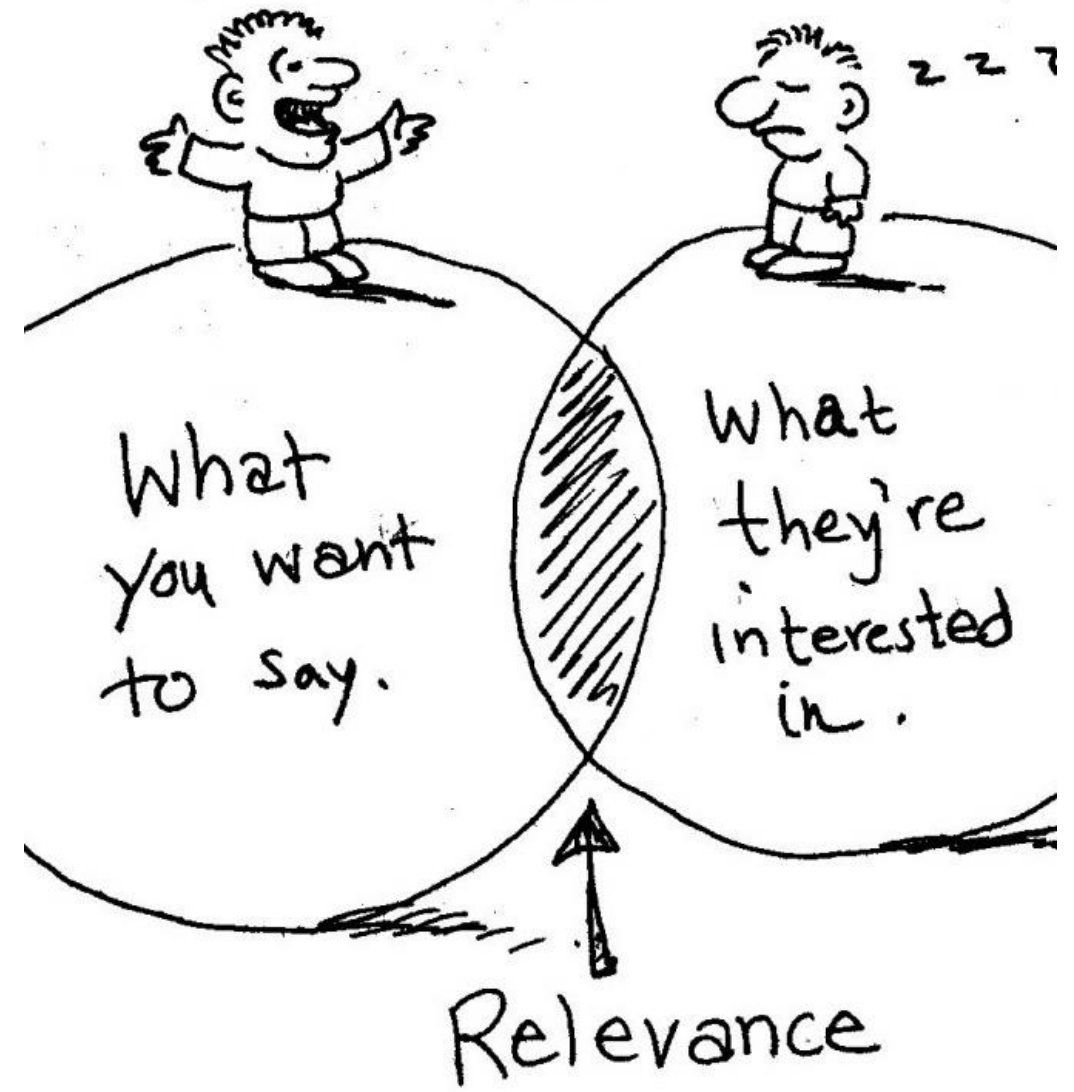
ChatGPT can make mistakes. Check important info.



IDEA #4

**Use A.I. To Find
"THINGS" You Can
Help Advertisers
Promote**

When advertisers are economically uncertain, we can reduce risk by focusing on short-term wins that will lead to long-term marketing conversations.



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Home Owners in Aug...

Sales Math

Sales Email Prospecti...

Ryan Dohrn
Plus



Sig Cox: sales@sigcox.com ↗, service@sigcox.com ↗, and test jmiller@sigcox.com ↗.

Doc Savage: joesavage@gabn.net ↗.



Sources

There has to be more emails out there for Busby! Try again.

Thought for 13s >

You're right. There **is** more to work with.

The strongest email pattern I found for Busby's is:

first initial + last name @ busbys.com

Examples: johndoe@busbys.com

Ok. Let's focus on Busby. What are three things we could help them promote with our marketing solutions?



Thinking ▾



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Yes. For Busby, I'd pitch **three promotable revenue angles** that are easy for homeowners to understand and easy for your marketing solutions to drive leads around.

Promo idea	Why it works	Sample ad angle
1. \$150 off Air Scrubber	This is their clearest current offer. It connects to allergies, dust, pollen, mold, pet dander and indoor air concerns, which is strong in the CSRA. Busby already has a \$150 Air Scrubber offer on its specials page. busbys.com +1	"Augusta allergies coming inside? Save \$150 on cleaner air from Busby's."
2. Comfort Club membership	This is a great recurring revenue offer for them. Busby says Comfort Club includes an annual system checkup, priority service, 15% repair discounts, special replacement equipment discounts and up to \$500 savings when replacing a system. busbys.com	"Stop waiting for your AC to fail. Join Busby's Comfort Club."
3. AC repair or replacement before peak summer heat	Their core business is AC repair and replacement, and their site pushes "Get  fort Today," upfront pricing, trained technicians, warranties and a 100%	"Hot house? High bill? Old AC? Call Busby's before summer wins."

+

Ask anything

 Thinking 



ChatGPT can make mistakes. Check important info.



IDEA #5

Use A.I. and Sales Automation to Create Email Sequences



STOP 
SENDING
MASS EMAILS
TO YOUR
PROSPECTS!

... More

Projects

-  New project
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-  Role Bot Test 2
-  Home Owners in Aug...
-  Sales Math
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Promo idea

Why it works

Sample ad angle

1. \$150 off Air
Scrubber

This is their clearest current offer. It connects to allergies, dust, pollen, mold, pet dander and indoor air concerns. which is strong in the CSRA. Busbv already

"Augusta allergies coming inside? Save \$150 on cleaner air

I have an e-newsletter going out next week to 7,900 Augusta homeowners. Let's create a 3-template email prospecting sequence for their comfort club membership. I would like to mention that we are currently working with Sig Cox and Augusta Air as our clients, and they like their marketing results. I also want to end each by asking for a quick 5-minute phone chat. Keep the emails to three sentences.

+

Thinking ▾





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Email 1

Subject: 7,900 homeowners

We have an e-newsletter going out next week to **7,900 Augusta homeowners**, and I think Busby's Comfort Club would be a strong fit. We are currently working with Sig Cox and Augusta Air, and they like the marketing results we are helping them create. Could we grab a quick 5-minute phone chat?

Email 2

Subject: Comfort Club

Busby's Comfort Club gives homeowners a smart reason to call before their AC breaks in the Augusta heat. Our e-newsletter reaches **7,900 local homeowners next week**, and HVAC clients like Sig Cox and Augusta Air have liked the results from staying visible with this audience. Could we schedule a quick 5-minute phone chat?

Email 3

Subject: Comfort Club

Ask anything



Thinking ▾



ChatGPT can make mistakes. Check important info.

Top 10 Outbound Email Sequencing Tools



1- Outreach



2- Salesloft



3- Reply.io



4- Mixmax



5- Woodpecker



6- Klenty



7- Yesware



8- Growbots

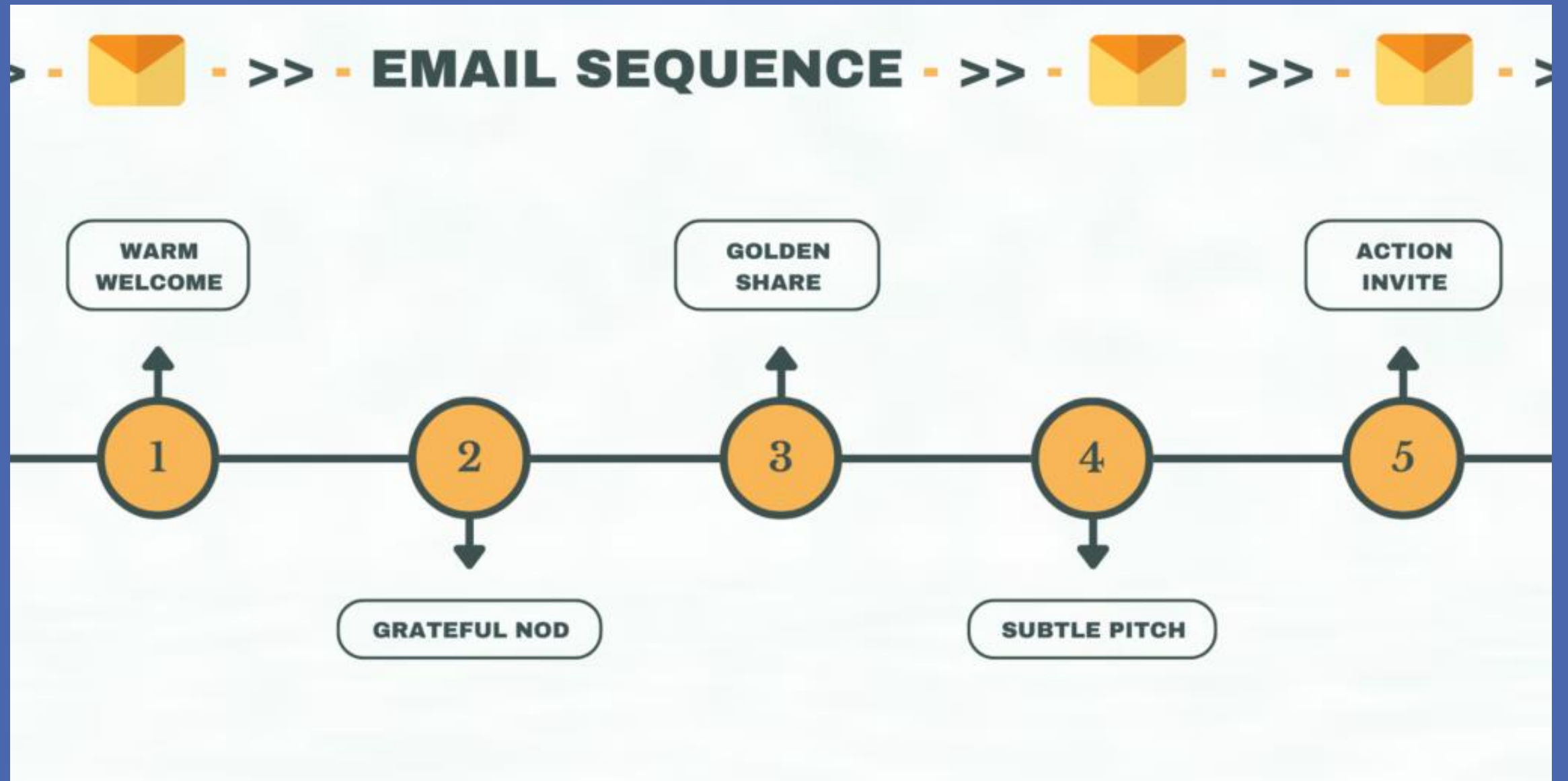


9- Autoklose



10- QuickMail





Cold outreach

Done

STAGES

NEW RECIPIENTS

REPORT

★ All recipients

1 Stage 1

2 Stage 2

3 Stage 3

4 Stage 4

5 Stage 5

All recipients: Cold outreach

Download CSV

365

Emails sent
excl. bounces

245

Recipients

75%

185 Opened
Recipients

46%

110 Clicked
Recipients

37%

90 Downloaded
Recipients

34%

84 Replied
Recipients

1%

4 Bounced
Recipients

Analytics shown above are per total recipients.

Recipient	Last stage	Sent on ▲	Next stage will send on	Opened	Clicked	Downloaded	Replied	Status
placative@roisterous.co.uk	4	8:19pm	Nov 10 · 3:19pm	✓	✓	✓	–	⌚ Active
sateenwood@coherently.co.uk	3	4:22pm	Nov 22 · 4:14pm	✓	✓	✓	✓	✓ Completed
monosyllabize.edu	1	3:19pm	–	✓	✓	–	–	⌚ Active
monsonian@panocha.org	2	1:15pm	–	✓	–	–	–	⌚ Active
euglenoid@tingitidae.net	5	1:10pm	Nov 10 · 3:19pm	✓	✓	–	✓	✓ Completed
sulfohydrate@synchronical.edu	1	12:03pm	–	–	–	–	–	🔴 Bounced
hamital@olfactometry.co.uk	3	Oct 23 · 11:13am	Nov 10 · 3:19pm	✓	✓	✓	✓	✓ Completed

MIXMAX.com





IDEA #6

**Boost Sales
Conversions, Use
A.I. For Spec Ads**

CREATE A REPEATABLE PROMPT

“Create for me three banner ads to show **Busby** for inclusion in our enewsletter and on our website. I need 300 pixels wide by 250 pixels tall, I need a 500 pixel x 500 pixel, and a 728 pixel wide by 150 pixel tall banner ad. These ads should be focused on the **Comfort Club** promotion. Make the ads professional, but fun. Any needed creative can be found at the website **BusbyAir.com.**”

What's on your mind today?

Create for me three banner ads to show Busby for inclusion in our enewsletter and on our website. I need 300 pixels wide by 250 pixels tall, I need a 500 pixel x 500 pixel, and a 728 pixel wide by 150 pixel tall banner ad. These ads should be focused on the Comfort Club promotion. Make the ads professional, but fun. Any needed creative can be found at the website BusbyAir.com



Thinking ▾



Create an image



Write or edit



Look something up

ChatGPT



New chat

Search chats

Library

Apps

Codex

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Projects

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ChatGPT live interview...

Role Bot Test 2

Home Owners in Aug...

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Thought for 2m 42s >

BUSBY'S
HEATING & AIR CONDITIONING
Family Owned & Trusted Since 1945

BUSBY'S Comfort Club
bee comfortable

Worry-Free Comfort at Home

- Annual Checkup**
Keep your system running at peak performance.
- Priority Service**
Jump to the front of the line when you need us most.
- 15% Off Repairs**
Save on repairs all year long.

JOIN TODAY

busbys.com | **(706) 664-0132**



+ Ask anything



Thinking ▾



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ChatGPT



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Search chats

Library

Apps

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New project

ChatGPT live interview...

Role Bot Test 2

Home Owners in Aug...

Sales Math

Sales Email Prospecti...

More

 Ryan Dohrn
Plus



Share

ads to show Busby for inclusion in our enewsletter and on our website. I need 300 pixels wide by 250 pixels tall, I need a 500 pixel wide x 500 pixel tall, and a 728 pixel wide by 150 pixel tall banner ad. Pull colors and copy from their website.

Thought for 2m 42s >



+ Ask anything



Thinking ▾



ChatGPT can make mistakes. Check important info.

Create for me a mock-up of an e-newsletter using the creative you created to show Busby what our newsletter will look like. Here is a sample of our past eNewsletters.



Thinking ▾



ChatGPT can make mistakes. Check important info.

Sample Augusta Homeowner E-Newsletter



Home Comfort | Special Offers | HVAC Tips | Contact

BUSBY'S Comfort Club

bee comfortable



Stay Comfortable Year-Round Join Busby's Comfort Club

Our Comfort Club is designed to keep your heating and air conditioning systems running at their best—season after season.

Enjoy exclusive member benefits and peace of mind all year long.



Annual System Checkup

We'll keep your system running efficiently with a thorough annual inspection and tune-up.



Priority Service

Members jump to the front of the line with priority scheduling and faster response times.



15% Off Repairs

Enjoy 15% savings on all repairs—because members always get more.



Save up to \$500
on replacement equipment



Family Owned & Trusted **Since 1945**

JOIN TODAY



busbys.com



(706) 664-0132

Connect with Busby's



This mock-up is for presentation purposes only.

Stay Comfortable Year-Round Join Busby's Comfort Club

Our Comfort Club is designed to keep your heating and air conditioning systems running at their best—season after season.

Enjoy exclusive member benefits and peace of mind all year long.



Annual System Checkup

We'll keep your system running efficiently with a thorough annual inspection and tune-up.



Priority Service

Members jump to the front of the line with priority scheduling and faster response times.



15% Off Repairs

Enjoy 15% savings on all repairs—because members always get more.



Save up to \$500
on replacement equipment



Family Owned & Trusted **Since 1945**

JOIN TODAY



busbys.com



(706) 664-0132

Connect with Busby's



This mock-up is for presentation purposes only.



 New chat

 Search chats

 Library

 Apps

Create 15 second radio copy for this promotion. Punchy, upbeat, relevant.



New chat

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New project

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Sales Math

Sales Email Prospecti...

More

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Plus



Create 15 second radio copy for this promotion. Punchy, upbeat, relevant.

Thought for a second >

15 Second Radio Script

Augusta, don't wait for your AC to quit in the summer heat. Join Busby's Comfort Club for annual system checkups, priority service, 15% off repairs and savings on replacement equipment. Get comfort today at Busbys.com. Busby's Heating and Air Conditioning.

Copy Like Dislike Up Down ... Sources

+ Ask anything



Thinking



Use Voice

wondercraft.ai/studio/tracks/6d8b6d36-dd3a-41ca-a270-08409d395b1f/edit

BSM GmailBSM DocsMag ManWP EngineNICHEQuickBooksCornellclients docsCloudConvertForbes CouncilCryptoMediaOSAll Bookm

FileStay Cool with Busby's A...Default16:9160 %123.6 creditsShareExportUpgrade

All music

+ Upload

Generate

Ascend to Triumph

1:39 · Ads, floating, brass &...

Behind the Curtain

1:07 · Ads, sneaking, pop

Breezy Chuckles

1:41 · Ads, laid back, comedy

Adrenaline High

2:34 · Ads, suspense, punk

All That Jazz

1:49 · Ads, funny, jazz

Audio Harmony

2:00 · Podcast, funny, rock

Blue Fire Hustle

2:22 · Podcast, busy & frantic, blues

Brassy Jamboree

2:44 · Ads, quirky, brass & marchin...

Bubbles in the Breeze

4:00 · Ads, quirky, jazz

Chaotic Chuckles

1:23 · Podcast, busy & frantic,...

Chase the Sound

4:00 · Ads, chasing, punk

Chasing Sunbeams

4:00 · Ads, chasing, easy listening

Chasing Triumph

2:33 · Ads chasing brass &

CreatorConvo modeBeta

Learn more1 clip selectedListen to sample

Zia

Is your AC ready for an Augusta summer? Don't wait until your house feels like a toaster. Call Busby's Heating & Air today for a free AC system checkup and avoid surprise repair bills. Local and reliable. Call 867-5309 or visit BusbyHeatingandAir.com.

0:13.06 / 0:20.251xSplit

Generate all

02s4s6s8s10s12s14s16s18s20s

Is your AC ready for an Augusta summer? Don't wait until your house feels like a toaster. Call Busby's Heating & Air today for a free AC system check... 0:20

Brassy Jamboree0:20

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IDEA #7

Build an A.I. Role Playing Bot





Untitled Speech 

November 22 at 8:23 PM

 Share  



0:00 1:12 1x

Transcript

Coach Comments (1)

chatting today. Um, you know, like, um, rather I thought it would be better to, you know, like the product as I speak very quickly. Anyhow, you

> Non Inclusiveness 0%

> Top Keywords get, know...

> Weak Words 5 weak words, 2%

 What could have gone better

> Filler Words 8 fillers, 4%

like (2) uh (2) um (2)
you know (2)

 Playback without fillers

 Tips to reduce filler words

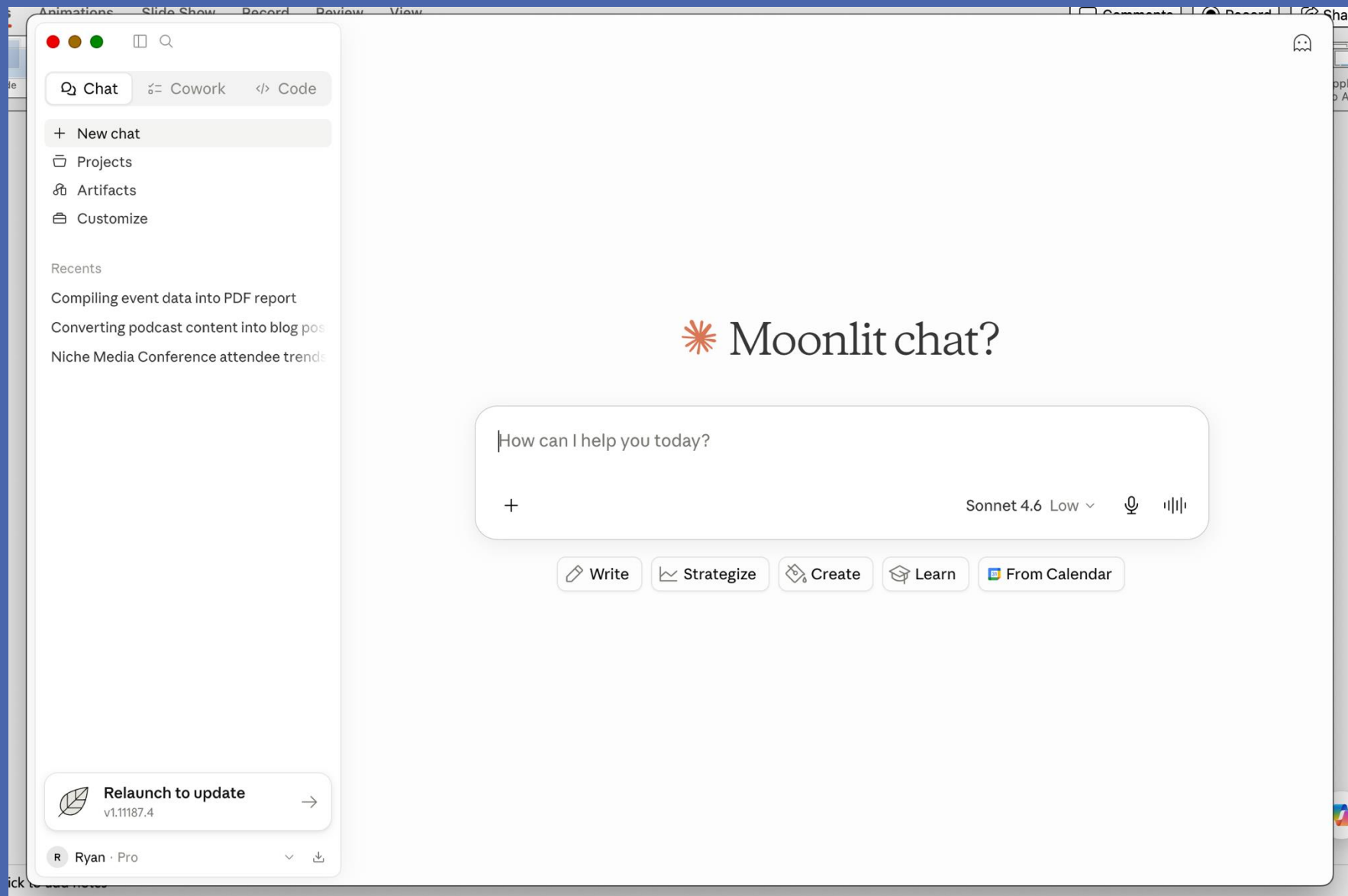
Steps to Build a Role-Play Bot

1. Create a doc and list out and answer your most common objections. Or download Ryan's Objection Cheat Sheet.
2. Create a Project in ChatGPT and add the above files.
3. Give the bot some rules, what type of feedback you want, etc.



IDEA #8

Use Claude.ai for Advertiser Reports



Paste

Cut

Copy

Format

New Slide

New Slide with Copilot

Layout

Reset

Section

Applications

Favorites

Downloads

Application...

Desktop

Recents

My Drive

BSM Clie...

brain swell

niche

123-on-site

Documents

AirDrop

Creative...

iCloud

iCloud Dri...

Shared

Locations

Macintos...

Google Dr...

Tags

AdobeConnectInstaller

App Store

aPrintNode-4.27.17.dmg

Automator

BlackHole.v0.2.6.pkg

Books

Brother

Calculator

Calendar

Camtasia 3

Camtasia 3

Chess

ChromaCam-1.0.2.61.pkg

Claude

Claude.dmg

Clock

Contacts

Dictionary

FaceTime

FileZilla

Find My

Firefox

Firefox alias

Font Book

Freeform

GarageBand

GarageBand alias

Google Chrome

Google Chrome alias

Google Docs

Customize

Skills

Connectors

Personal plugins

Give Claude role-level expertise with plugins

Browse plugins



Customize Claude

Skills, connectors, and plugins shape how Claude works with you.

Connect your apps

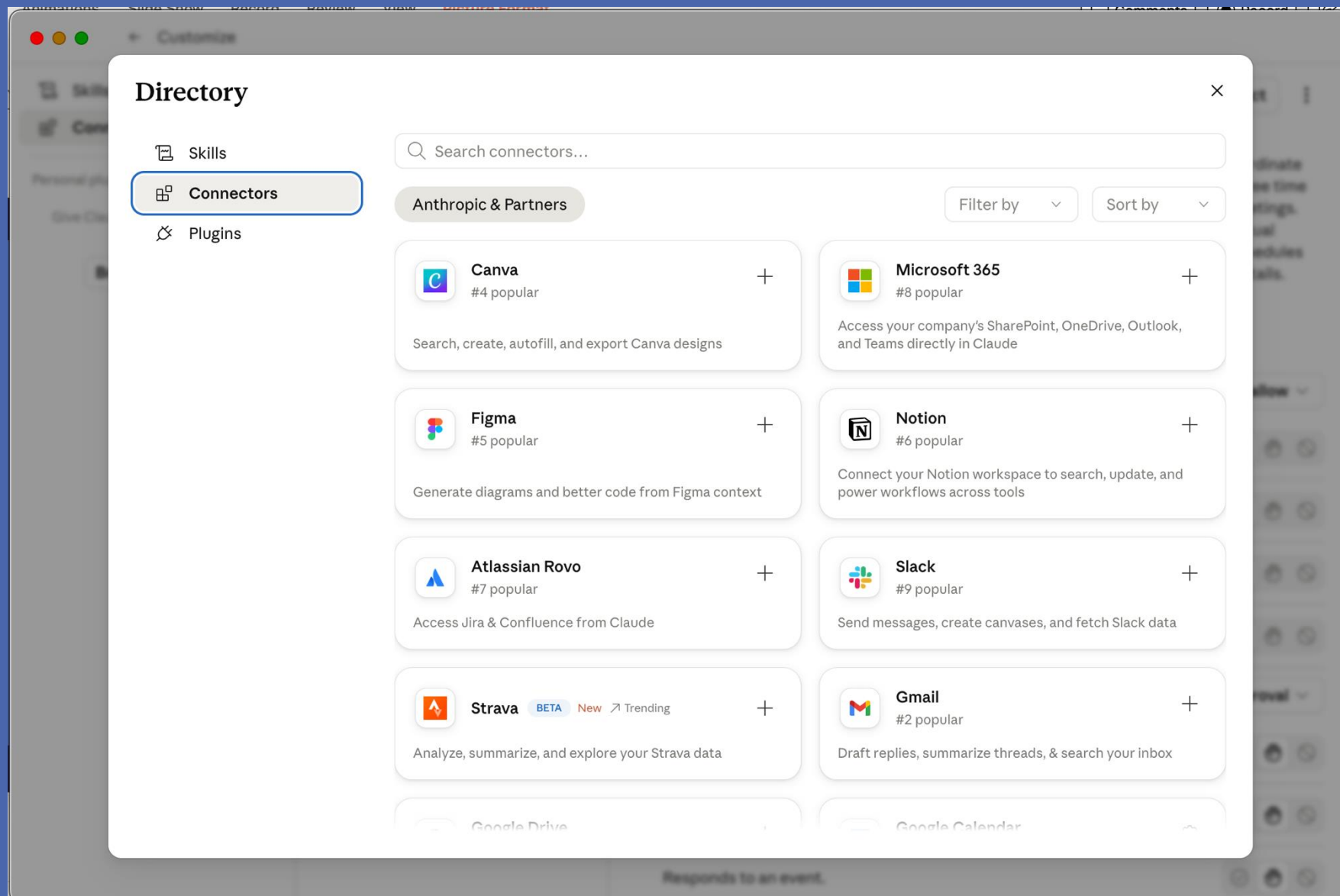
Let Claude read and write to the tools you already use.

Create new skills

Teach Claude your processes, team norms, and expertise.

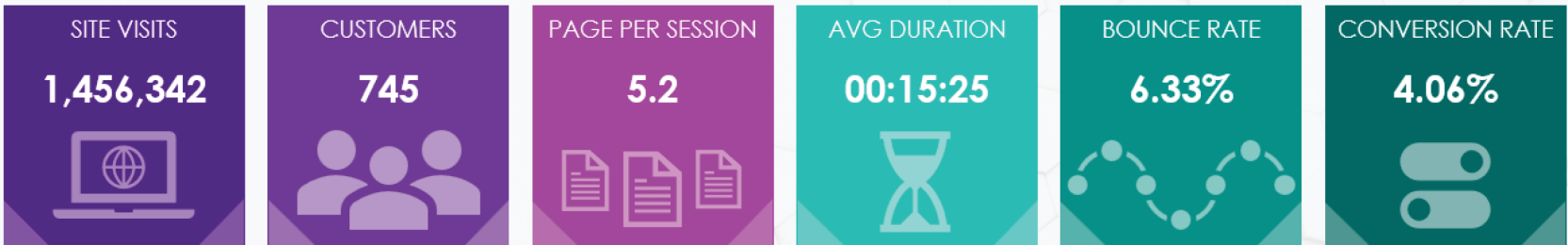
Browse plugins

Add pre-built knowledge for your field.

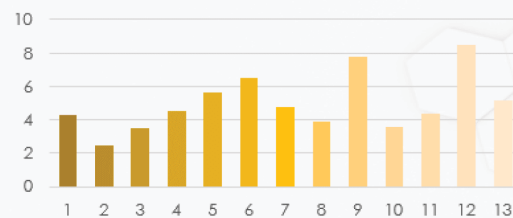


1. Create a “skill” in Claude.ai
2. Be specific and tell it what you want created and how often
3. Identify the data sources
4. Test
5. Set a schedule for the skill to run

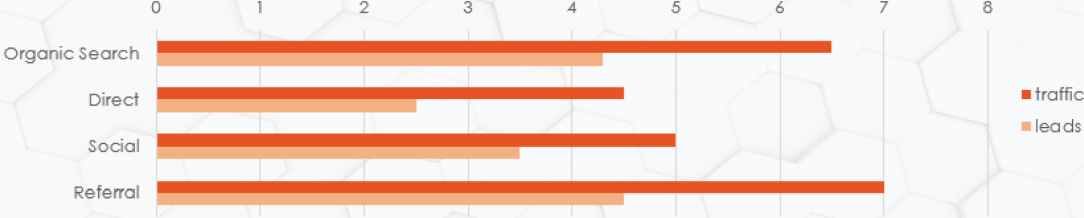
MONTHLY MARKETING REPORT PRESENTATION TEMPLATE



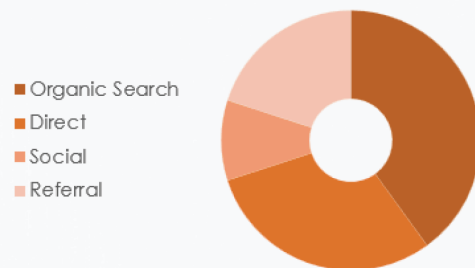
SITE VISITS by Month per 100k



TRAFFIC and LEADS Per Source



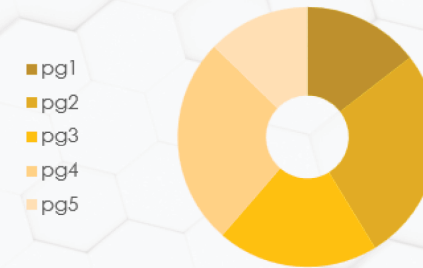
TOP CHANNELS by Conversion



TOP CAMPAIGNS by Conversion



TOP PAGES by Conversion





IDEA #9

**Data is Everything:
To Scrape Or Not
To Scrape... THAT
IS THE QUESTION.**



- ▶ Google Maps Scraper
- ▶ Google Maps Reviews Scraper
- ▶ Emails & Contacts Scraper
- ▶ Email Addresses Verifier
- ▶ Phone Number Lookup
- ▶ Google Maps Photos Scraper
- ▶ Google Maps Traffic Scraper
- ▶ Google Search Scraper
- ▶ Google Images Scraper
- ▶ Google News Scraper
- ▶ Google Shopping Scraper
- ▶ Google Shopping Reviews Scraper

Idea from:
Sarah, Gabriel Media

Search

Contacts

Companies

Data Enrich

Buyer Intent

Job Changes

Campaign

NEW!
A.I. Writer

SalesFlix

Dashboard

Contact Search

Company Search

Add to Campaign

Add to List

Filters

Load Save Search

2

Over 34,000 Results

Begin Autopilot

Find All

< >

2 filters applied Clear All

Name +

Company +

Titles +

Keywords +

Industry 2 Clear (2) -

Type to search... v

Internet x Computer Software x

Seniority Level +

Function +

Department +

Employee Size +

Revenue +

Technologies +

See all filters

Search

Contact	Company	Contact Information	Pitch Intel	Lists
☐ Mark Chavez Marketing Manager at Envirobox Marketing Manager Portland, ME    	Envirobox envirobox.com Computer Software 201-500 employees Mountain View, CA    	 m.chavexenvirobox.com     markdchavez@gmail.com     917.409.3415     938.467.2842    + View More (4 emails and phones)	 Contact Profile  Company Profile  Org Chart  Find more Contacts	 Import v  Import v  List 1, List 2, Li... 3  My First Campaign
☐ Stephanie Chenoweth Principal Engineer at Focal Sync Engineering Senior Old Mission, MI    	Focal Sync focalsync.com Computer Software 1,001-5,000 employees San Mateo, California    	 Find Contact Information	 Find 100+ Data Points	 Find
☐ Scott Hatmaker Creative Director at ClaimTrust Marketing Manager Fort Lauderdale, FL    	ClaimTrust claimtrust.com Computer Software 201-500 employees Fort Lauderdale, FL    	 s.hatmakerclaimtrust.com     scottehatmaker@gmail.com     719.940.7321     802.454.9316    + View More (2 emails and phones)	 Contact Profile  Company Profile  Org Chart  Find more Contacts	 Import v  Import v  List 1, List 2, Li... 3  My First Campaign
☐ Dorothy Murphy Customer Service Rep at Sna... Support Indianapolis, IN    	Snap Doc snapdoc.com Computer Software 201-500 employees Indianapolis, IN    	 Find Contact Information	 Find 100+ Data Points	 Find

Seamless.ai



**IDEA
#10**

Ryan's Top 5 Favorite A.I. Prompts

/human : Makes the A.I. reply sound more human. Use before you enter text

TLDR: Insert blog URL

WHAT AM I MISSING: Stand-alone after you have run some research and you think there is more

TEACH ME: insert a subject

DIG DEEPER : Used to get more when A.I. gets lazy



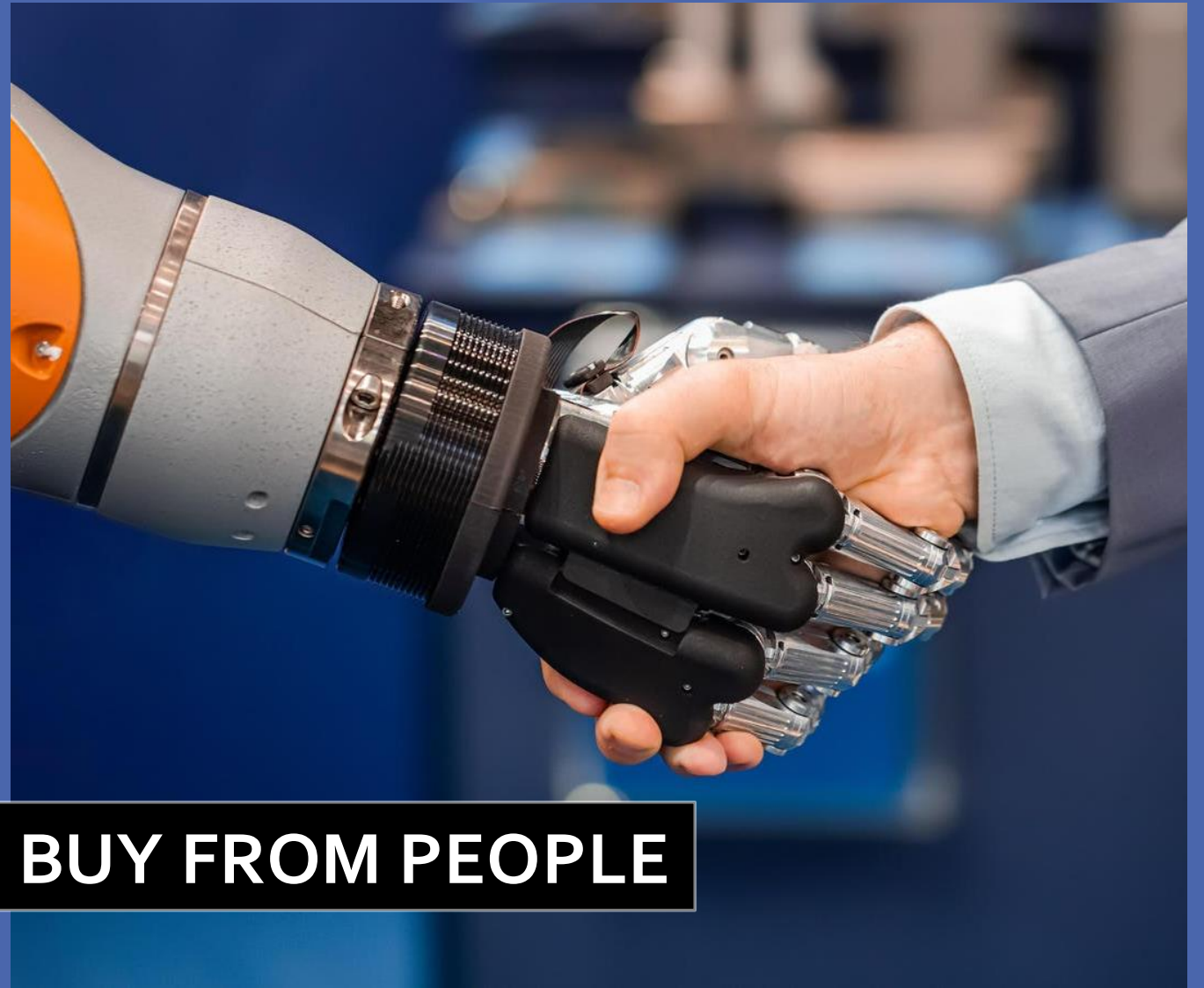
**WHERE DO WE
GROW FROM HERE?**

Sink your teeth into one task or challenge and use A.I. to help you close that gap.

Will A.I.
replace
salespeople?

NO!

PEOPLE BUY FROM PEOPLE



The Top 50 Gen AI Web Products, by Unique Monthly Visits

1.  ChatGPT	11.  removebg	21.  IIElevenLabs	31.  manus	41.  replit
2.  Gemini	12.  Doubao	22.  Hugging Face	32.  CIVITAI	42.  candy.ai
3.  deepseek	13.  NotebookLM	23.  Lovable	33.  KlingAI	43.  JuicyChat
4.  Grok	14.  SPICYCHAT.AI	24.  Crushon AI	34.  cutout.pro	44.  VEED
5.  character.ai	15.  SUNO	25.  GAMMA	35.  Adot	45.  Hailuo AI
6.  perplexity	16.  QuillBot	26.  CURSOR	36.  DeepAI	46.  Meta AI
7.  Claude	17.  Kimi	27.  Pixelcut	37.  Poe	47.  Remaker
8.  JanitorAI	18.  PolyBuzz	28.  Midjourney	38.  ZeroGPT	48.  Joi
9.  Quark	19.  SEARTE.AI	29.  TurboScribe	39.  Google Labs	49.  Monica
10.  Google AI Studio	20.  Qwen3	30.  Photoroom	40.  Leonardo.Ai	50.  ourdream.ai

Using A.I. To Improve Your Media Sales Game:

Tips, tricks, and things to avoid.

Ryan Dohrn