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**Suzi Dafnis**  
CEO, HerBusiness

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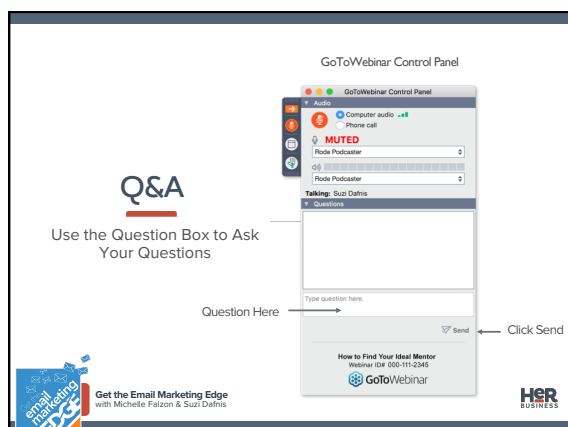
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**Q&A**  
Use the Question Box to Ask Your Questions

Question Here

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Audio: Computer audio, Phone call, MUTED, Rode Podcaster, Rode Podcaster

Talking: Suzi Dafnis

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How to Find Your Ideal Mentor  
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**1-Day Event!**  
**OFFERS that SELL**  
28 November 2017

- Tuesday, 28 November 2017
- 8:30am registration for 9:00am - 5:30pm
- Swissotel - 68 Market Street, Sydney
- RSVP NOW!

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**Michelle Falzon**

We Are Content

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## What's Happening In The Portal

**Leanne Perry** · 4 hours ago

Hi there  
Leanne here I've used Physiotherapy, getting very late in the period I am a real technophile but gradually concerning my attention to the use of screens and keyboards.  
I have been working out by a number of my clients on email, but haven't had a lot of click-throughs, although the open rates have not been too bad and a few of the clients I've run into in the local area have told me they enjoy reading the emails, but really need better conversions. I have had a couple of non-practice related projects on but these are slowing to conclusion as I'm looking forward to concentrating on improving my email forwards and getting better conversions. I always wondered by how Michelle and Suzi share their amazing knowledge! Leanne

· · · · Reply · Share ·

**Michelle Falzon** · 4 hours ago

Hi Leanne - always wonderful having you on one of our courses! :)  
What that email open rates are great and click rates are low - it means you are giving content that people are interested in - they are seeing value in your email because they are opening... but what's likely happening is that you are either giving them too much content in the email or the email is looking more like they come for your material so you are not making the call to action to the next thing (use or decline or comparing enough for a course of the book). When you send an email, are you super clear about what is your next people to do next?

· · · · Edit · Reply · Share ·

**Jersey Rose** · 7 hours ago

Hi Everyone, Very late to introduce myself as I've been in the UK for the past 2 weeks. I'm a nutritional and my business is Jersey Rose Nutrition, and right now I'm focusing on developing and presenting workshops for primary aged children and parents. I also do private consultations addressing children's nutrition and feeding issues, as well as weight loss for adults. I have a small list and want to really get to grips with email marketing as I see it has great potential for connecting to clients in a personal way.

**Michelle Falzon** · 7 days ago

Hi good to hear you on the course, Jersey :)  
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## What's Happening In The Portal

**Answered** · 2 days ago  
**H Michelle**

I have just finished looking to post one and the first one and something you said sparked a thought and idea.

Most of my list has not been segmented into why they purchase our products so previously they have just been gathered from orders placed online and no targeted lead generation I will be starting a loyalty club on Jan 1 and just thought that I should send an email about our selling everyone a bit about it and to receive some bonus points to start if they could answer my survey question to help segment my list a bit more but my thinking could be.

with my luck I know some people buy on they have skin issues but they also purchase our products over others due to a point of difference being our environmental stance on our ingredients. When I ask them to tick which has relates to their situation can I allow them to tick more than one box or if they just tick one which might be environmental over their skin issue? If they segment them to receive email sends regarding what we are doing environmentally then they are missing out on information regarding their skin condition and products that I have on offer as the environmental is more about our social responsibility not targeted products. So should I just have a section on our emails where they can click on which might be something like "what else has been happening with our PR or latest product purchase and buy them that one as well."

Though I haven't been the leader for purchasing items as much as I want that we can try and engage them? I hope this is clear as I am having a little trouble being concise with my question. Can

⋮ · Reply · Share

**Michelle Falzon** · **HER Business** · 3 days ago

Hi Dale - a Deep Dive Survey will help here - using Ryan Levesque's ASK Method - which I have you are following - you can use the main 5000 Single Most Important Question around skin challenges but you can also ask 1 demographic question and 1 product question - on the product question I would be asking which of these is the main reason you buy them or - and for the environmental stance as one of the answers - others might be price etc etc. The way you get both answers.

I wouldn't try to get it all in one question and allow people to tick more than one box because you need to know the WHY and preference point for each question.

You could also have a survey that pops up immediately AFTER each purchase transaction is completed to see information like this as well.

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## What's Happening In The Portal

**HER Business** · 6 days ago

**QUESTION - PART 2** · 2 · FROM: JESSICA --- How do newsletters fit into all this?

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**Michelle Falzon** · **HER Business** · 3 days ago

Hi Jessica - Newsletters - I have a love/hate relationship with them. When they are done "just for the sake of it" I think you are better off not doing them. There are times when they can work well - for example if you have a paid membership community - a regular email newsletter to them updating them on the latest articles in the community, and what's happening etc can be great. But if they are too broad and general and not really targeted they can be something that is a lot of work to put together for not a lot of return. They have a split focus and I tend to prefer dedicated emails. If you would like to explore this idea deeper Suzi and I recorded a podcast episode on just this topic which you can find here: <https://herbusiness.com/pod/>.

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## What's Happening In The Portal

**HER Business** · 6 days ago

**QUESTION - PART 2** · 2 · FROM: VANESSA --- Is this Step 2 easy to do in the landing page program? I haven't done yet.

⋮ · Reply · Share

**Michelle Falzon** · **HER Business** · 3 days ago

Hi Vanessa - yes, VERY - it's essentially just another page - depending on what you want to do on that page - is a sales or webinar landing etc there may be some complexity but not more than if it was your landing page. I use LeadPages for this kind of thing at the time.

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## What's Happening In The Portal

**HER Business** · 6 days ago  
**QUESTION - PART 2 >>> FROM VANESSA** — How do you do that? How do you know what all and Catherine are clicking on? Can you automate that?



**Michelle Falzon** · 4 minutes · 3 days ago

Yes you can - it depends on what email marketing software you are using - but most give you the option to tag people based on what actions they take - even the more "entry level" tools like MailChimp have the functionality. How you do it is different for each tool, but you can find that in their help info...

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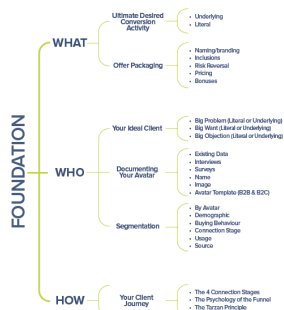
## Email Marketing Edge System

### Email Marketing Edge System



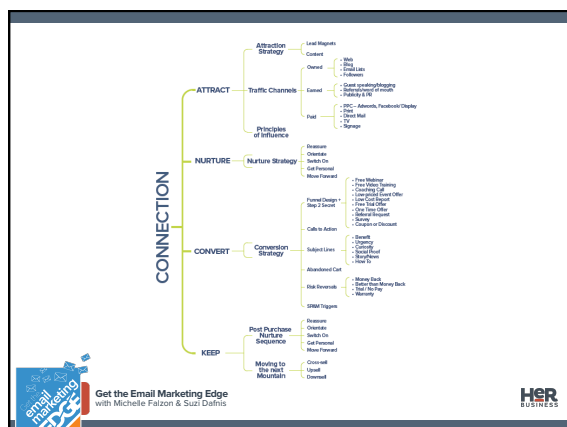
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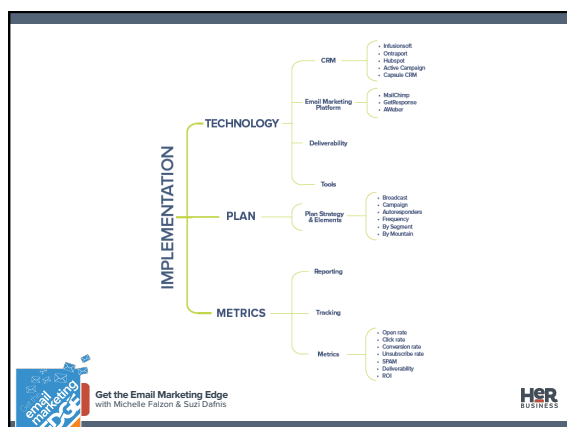
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Technology gives you leverage




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Technology

- **CRM = Customer Relationship Management**
  - Customer Details
  - Sales History
  - Contact History
  - Notes
  - Status




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Technology

- **EMS = Email Marketing Platform**
  - Campaign Management
  - Automated emails




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Technology

- CRM =







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Technology

- EMS =







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Technology

- CRM + EMS =







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Planning Gives You Clarity



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3-Part Planning Process



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Introducing Our Case Study



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### Example “Petspiration”



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### 3-Part Planning Process

- Annual Marketing Plan
- Broadcast Email Marketing Plan
- Autoresponder Email Marketing Plan

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### 3-Part Planning Process

- **Annual Marketing Plan**
- Broadcast Email Marketing Plan
- Autoresponder Email Marketing Plan

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### Annual Marketing Plan

- Includes all your major promotions
- Includes things you do regularly
- May change but great if you refine your planning so you can commit to this plan





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### Annual Marketing Plan

- When mapping this out, a great way to think about how to plan things over the 12 months is...





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### Annual Marketing Plan

- What are we going to do...
  - Daily
  - Weekly
  - Monthly
  - Quarterly
  - Bi-Annually
  - Annually





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## Annual Marketing Plan

Month/Quarter	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
<b>Q1</b>												
January												
February												
March												
<b>Q2</b>												
April												
May												
June												
<b>Q3</b>												
July												
August												
September												
<b>Q4</b>												
October												
November												
December												

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## 3-Part Planning Process

- Annual Marketing Plan
- **Broadcast Email Marketing Plan**
- Autoresponder Email Marketing Plan

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## What's the Difference?

- Broadcast vs Autoresponder?

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### What's the Difference?

- Broadcast =
  - Specific send date and time
  - Ideal for time-related events – eg Christmas sale, live training, start of the summer detox, store opening
  - Not necessarily based on any action by the recipient



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### What's the Difference?

- Autoresponder =
  - Automated email sequence triggered by specific actions
  - Can be any length from 1 email to 100 or more
  - Set intervals



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### What's the Difference?

- If in an Autoresponder limit or don't send other emails



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### 3-Part Planning Process

- Annual Marketing Plan
- **Broadcast Email Marketing Plan**
- Autoresponder Email Marketing Plan



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### Broadcast Email Planning Process

- Specifically how you will support the Annual Marketing Plan
- Email centric
- 90 Days



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### Broadcast Email Planning Process

- Step 1 – focus on your annual plan



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## Broadcast Email Planning Process

- Step 1 – focus on your annual plan
- **Step 2 – open your Broadcast Email Planning Template**

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## Broadcast Email Planning Template

	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	W11	W12	W13	W14	W15	W16	W17	W18	W19	W20	W21	W22	W23	W24	W25	W26	W27	W28	W29	W30	W31	W32	W33	W34	W35	W36	W37	W38	W39	W40	W41	W42	W43	W44	W45	W46	W47	W48	W49	W50	W51	W52	W53	W54	W55	W56	W57	W58	W59	W60	W61	W62	W63	W64	W65	W66	W67	W68	W69	W70	W71	W72	W73	W74	W75	W76	W77	W78	W79	W80	W81	W82	W83	W84	W85	W86	W87	W88	W89	W90	W91	W92	W93	W94	W95	W96	W97	W98	W99	W100	W101	W102	W103	W104	W105	W106	W107	W108	W109	W110	W111	W112	W113	W114	W115	W116	W117	W118	W119	W120	W121	W122	W123	W124	W125	W126	W127	W128	W129	W130	W131	W132	W133	W134	W135	W136	W137	W138	W139	W140	W141	W142	W143	W144	W145	W146	W147	W148	W149	W150	W151	W152	W153	W154	W155	W156	W157	W158	W159	W160	W161	W162	W163	W164	W165	W166	W167	W168	W169	W170	W171	W172	W173	W174	W175	W176	W177	W178	W179	W180	W181	W182	W183	W184	W185	W186	W187	W188	W189	W190	W191	W192	W193	W194	W195	W196	W197	W198	W199	W200	W201	W202	W203	W204	W205	W206	W207	W208	W209	W210	W211	W212	W213	W214	W215	W216	W217	W218	W219	W220	W221	W222	W223	W224	W225	W226	W227	W228	W229	W230	W231	W232	W233	W234	W235	W236	W237	W238	W239	W240	W241	W242	W243	W244	W245	W246	W247	W248	W249	W250	W251	W252	W253	W254	W255	W256	W257	W258	W259	W260	W261	W262	W263	W264	W265	W266	W267	W268	W269	W270	W271	W272	W273	W274	W275	W276	W277	W278	W279	W280	W281	W282	W283	W284	W285	W286	W287	W288	W289	W290	W291	W292	W293	W294	W295	W296	W297	W298	W299	W300	W301	W302	W303	W304	W305	W306	W307	W308	W309	W310	W311	W312	W313	W314	W315	W316	W317	W318	W319	W320	W321	W322	W323	W324	W325	W326	W327	W328	W329	W330	W331	W332	W333	W334	W335	W336	W337	W338	W339	W340	W341	W342	W343	W344	W345	W346	W347	W348	W349	W350	W351	W352	W353	W354	W355	W356	W357	W358	W359	W360	W361	W362	W363	W364	W365	W366	W367	W368	W369	W370	W371	W372	W373	W374	W375	W376	W377	W378	W379	W380	W381	W382	W383	W384	W385	W386	W387	W388	W389	W390	W391	W392	W393	W394	W395	W396	W397	W398	W399	W400	W401	W402	W403	W404	W405	W406	W407	W408	W409	W410	W411	W412	W413	W414	W415	W416	W417	W418	W419	W420	W421	W422	W423	W424	W425	W426	W427	W428	W429	W430	W431	W432	W433	W434	W435	W436	W437	W438	W439	W440	W441	W442	W443	W444	W445	W446	W447	W448	W449	W450	W451	W452	W453	W454	W455	W456	W457	W458	W459	W460	W461	W462	W463	W464	W465	W466	W467	W468	W469	W470	W471	W472	W473	W474	W475	W476	W477	W478	W479	W480	W481	W482	W483	W484	W485	W486	W487	W488	W489	W490	W491	W492	W493	W494	W495	W496	W497	W498	W499	W500	W501	W502	W503	W504	W505	W506	W507	W508	W509	W510	W511	W512	W513	W514	W515	W516	W517	W518	W519	W520	W521	W522	W523	W524	W525	W526	W527	W528	W529	W530	W531	W532	W533	W534	W535	W536	W537	W538	W539	W540	W541	W542	W543	W544	W545	W546	W547	W548	W549	W550	W551	W552	W553	W554	W555	W556	W557	W558	W559	W560	W561	W562	W563	W564	W565	W566	W567	W568	W569	W570	W571	W572	W573	W574	W575	W576	W577	W578	W579	W580	W581	W582	W583	W584	W585	W586	W587	W588	W589	W590	W591	W592	W593	W594	W595	W596	W597	W598	W599	W600	W601	W602	W603	W604	W605	W606	W607	W608	W609	W610	W611	W612	W613	W614	W615	W616	W617	W618	W619	W620	W621	W622	W623	W624	W625	W626	W627	W628	W629	W630	W631	W632	W633	W634	W635	W636	W637	W638	W639	W640	W641	W642	W643	W644	W645	W646	W647	W648	W649	W650	W651	W652	W653	W654	W655	W656	W657	W658	W659	W660	W661	W662	W663	W664	W665	W666	W667	W668	W669	W670	W671	W672	W673	W674	W675	W676	W677	W678	W679	W680	W681	W682	W683	W684	W685	W686	W687	W688	W689	W690	W691	W692	W693	W694	W695	W696	W697	W698	W699	W700	W701	W702	W703	W704	W705	W706	W707	W708	W709	W710	W711	W712	W713	W714	W715	W716	W717	W718	W719	W720	W721	W722	W723	W724	W725	W726	W727	W728	W729	W730	W731	W732	W733	W734	W735	W736	W737	W738	W739	W740	W741	W742	W743	W744	W745	W746	W747	W748	W749	W750	W751	W752	W753	W754	W755	W756	W757	W758	W759	W760	W761	W762	W763	W764	W765	W766	W767	W768	W769	W770	W771	W772	W773	W774	W775	W776	W777	W778	W779	W780	W781	W782	W783	W784	W785	W786	W787	W788	W789	W790	W791	W792	W793	W794	W795	W796	W797	W798	W799	W800	W801	W802	W803	W804	W805	W806	W807	W808	W809	W810	W811	W812	W813	W814	W815	W816	W817	W818	W819	W820	W821	W822	W823	W824	W825	W826	W827	W828	W829	W830	W831	W832	W833	W834	W835	W836	W837	W838	W839	W840	W841	W842	W843	W844	W845	W846	W847	W848	W849	W850	W851	W852	W853	W854	W855	W856	W857	W858	W859	W860	W861	W862	W863	W864	W865	W866	W867	W868	W869	W870	W871	W872	W873	W874	W875	W876	W877	W878	W879	W880	W881	W882	W883	W884	W885	W886	W887	W888	W889	W890	W891	W892	W893	W894	W895	W896	W897	W898	W899	W900	W901	W902	W903	W904	W905	W906	W907	W908	W909	W910	W911	W912	W913	W914	W915	W916	W917	W918	W919	W920	W921	W922	W923	W924	W925	W926	W927	W928	W929	W930	W931	W932	W933	W934	W935	W936	W937	W938	W939	W940	W941	W942	W943	W944	W945	W946	W947	W948	W949	W950	W951	W952	W953	W954	W955	W956	W957	W958	W959	W960	W961	W962	W963	W964	W965	W966	W967	W968	W969	W970	W971	W972	W973	W974	W975	W976	W977	W978	W979	W980	W981	W982	W983	W984	W985	W986	W987	W988	W989	W990	W991	W992	W993	W994	W995	W996	W997	W998	W999	W1000
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### Autoresponder Process

- A good quick cart abandonment sequence
  - + 30 mins – Email 1
  - 24 hours – Email 2
  - 48 hours – Email 3



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### Knowing Your Numbers Gives You Certainty



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### Knowing Your Numbers - \$

- Two important numbers:
  - **Cost Per Lead**
  - **Revenue Per Lead**



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### Knowing Your Numbers - \$


- **Cost Per Lead =**
  - \$ spent on advertising / # leads generated

Spent \$1000 / Generated 100 leads

$1000/100 = \text{\$10 Cost Per Lead}$



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### Knowing Your Numbers - \$


- **Revenue Per Lead =**
  - \$ generated / # leads generated

Generated \$2000 Revenue / 100 leads

$2000/100 = \text{\$20 Revenue Per Lead}$



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### Knowing Your Numbers - Email

- **Open rate** (number of people who opened your email as a % of total sent)
- **Click rate** (number of people who clicked your email as a % of total opened)
- **Conversion rate** (number of people who took the next step as a % of those who clicked)
- **Unsubscribed** (number of people who opted out of your list as a % of those sent)
- **SPAM** (number of people who flagged your message as SPAM as a % of those sent)



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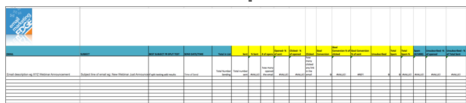
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## Knowing Your Numbers - Email

- **Email Metrics Template**





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## Hot Seat





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## Hot Seat - Kerry Foster






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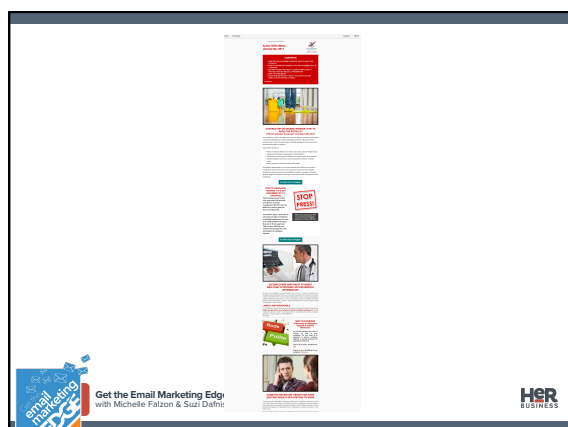
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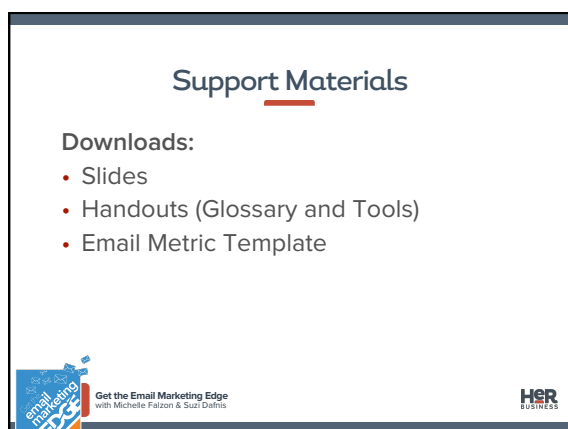
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## Support Materials

### Downloads:


- Slides
- Handouts (Glossary and Tools)
- Email Metric Template




## Course Work

**This week's assignment:**

- EXERCISE 1: Start work on your Annual Marketing Plan
- EXERCISE 2: Look at how you can support your Annual Marketing Plan with your Email Broadcast Plan



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## Q&A

Use the Question Box to Ask Your Questions



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What's Next?



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**GOOD (and BIG!) NEWS**



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**Your Email Marketing Is Part Of An  
Ecosystem**



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**Taking Action**



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Clarity & Focus



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HER BUSINESS

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Clarity & Focus



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## The Challenge



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## Thinking Caps On



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## Thinking Caps On



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## What You Say



**Customer Survey**

How satisfied are you with our service?

☒ Satisfied ☐ Dissatisfied

How would you rate our product?

☒ Satisfied ☐ Dissatisfied

What are the challenges you see in your business?

☒ Marketing ☐ Sales ☐ Finance ☐ HR

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## What You Say

Number 1 Marketing Challenge Right Now:

- **34%** - Not enough time or support to work ON my business (stuck IN my business)
- **23%** - Not getting enough new leads (attraction)
- **17%** - No clear plan or goals
- **11%** - Not converting enough of the leads that come in (conversion)
- **5%** - Lumpy and unpredictable sales results (= lumpy cashflow!)
- **5%** - Not getting enough repeat customers and referrals (keep)
- **5%** - Too much split focus

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## What You Say

Biggest Obstacles (in order highest to lowest):

- Time
- Technology
- Lack of guidance/support
- Focus/clarity
- Mindset
- Content creation
- Finding leads

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## What You Say

Support you need most:

- Client Avatar
- Strategy
- Social Media
- Understanding technology
- Overwhelmed, what's important to focus on?
- Regular meetings
- Accountability



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## What You Say





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## And That Solution Is...



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**And That Solution Is...**

**Our 12-Month Mastermind**



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**And That Solution Is...**



**Marketing Success**  
MASTERMIND



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**Why a Mastermind?**

- Exclusive, like-minded community
- No longer alone
- Confidence to play a bigger game
- Extend your network
- Accountability
- The time and focus to get things done



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## What's Included?

- Regular access to myself and Michelle
- PLUS our network of experts, mentors, advisers who will be guest contributors throughout the year
- Quarterly 2-day meetings (4 per year)
- Monthly Group Q&A calls
- 24/7 Online Portal Access



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[illegible]

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## PLUS BONUS

You get full **Premium Membership** to HerBusiness, which includes:

- Unlimited Access to more than 170 Business Trainings in the Online Learning Centre
- New Online Monthly Training Programs
- Quarterly HerBusiness' Roundtable Meetings
- Private Premium Members Facebook Group
- 12 x Bonus Ads in HerBusiness eNewsletter
- A free listing in the Premium Member Directory
- And your own dedicated web page on the HerBusiness site

**Value: More than \$13,000**

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with Michelle Feltz and Scott Collins





Email Marketing  
Edge

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## Getting Started





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## What Others Say...






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## What Others Say...





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 **What Others Say...**



I have been blown away by the impact that being in the Mastermind group has had on me personally and on my business - A \$3,000 sale from the first piece of feedback!  
Talk about ROI!

*Heidi Dening - Workable Wellness*

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 **What Others Say...**

"There are so many benefits to being in the Mastermind. I am a huge fan. One fabulous thing that Mastermind has enabled us to do is increase monthly sales in our online legal publishing business by 16-20% across the board.



*Nadia MacLeod - RP Emery*

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 **What Others Say...**




"The early tangible results are that I have so far this year from February to May had leads from my website and funnel which I have converted into \$45,000 in new sales.

This compares with \$0 from the same website over the past two years.

*Bill Carson - Inspire Learning*

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**What Others Say...**

STYLE-LIBERATION

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**Getting Started**

So, you need to take action if interested.  
Spaces are truly limited.

How can you do that?

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**Getting Started**

Expressions of Interest

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## Getting Started

As affordable as possible:

Inclusions:	Value:
12 month access to Michelle & Suzi	\$20,000
4 x 2-day Meetings	\$12,000
12 Monthly Group Q&A Calls	\$2,364
24/7 Online Portal Access	\$3,600
New connections/JV partners etc.	Priceless



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## Getting Started

PLUS Bonus Premium Membership to HerBusiness, which includes:

- Unlimited Access to more than 170 Business Trainings in the Online Learning Centre
- Quarterly HerBusiness Roundtable Meetings
- 12 x Bonus Ads in the HerBusiness eNewsletter
- A free listing in our Premium Member Directory
- And your own dedicated web page on the HerBusiness site

**Value: \$13,000**



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## The Investment

That's  
**\$51,148**  
In Total Value!



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## The Investment

But access to the HerBusiness Marketing Success Mastermind won't cost that.



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## The Investment

It will cost only a fraction of that...



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## The Investment

If you register before 10 November...



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## The Investment

It's just **\$1,297** per month



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## The Investment

And **SAVE \$1,297**  
when you pay 12 months in advance –



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## Already a Premium Member?

**That's Okay!**  
You'll get your benefits and pay no more.



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## My Expectation

- That the Mastermind will virtually be "FREE" for you
- Improvements in # of new leads
- Improvements in conversions
- The new opportunities just from being in the group
- The clients you will SAVE and KEEP for longer
- Increased Lifetime Value of your customers
- EASILY recoup the investment



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## Money-Back Guarantee

Let us know in the first 30 days if this is not for you and you get 100% of your money back... no problem!




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## Nothing To Lose

- So, you've got **nothing to lose**
- And, if my experience, and Michelle's experience with Masterminds, is anything to go by... you've got **everything to gain**



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## How to Express Interest

<http://bit.ly/mastermind-interest>



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## How to Express Interest

Go to  
<http://bit.ly/mastermind-interest>



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## How to Express Interest

- Tell us a few basic details about you – business name, size, web address
- Ready to secure your place and need a call



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Finally, The Marketing Support You've Been Looking For...  
Express your interest in the herBusiness Marketing Success Mastermind Now!

First Name \*

Last Name \*

Email \*

Company \*

Website

Phone (not profile) \*

Do you sell a product, service or both? \* ☐ Product ☐ Service ☐ Both

Do you sell Business to Consumer (B2C), Business to Business (B2B) or Both? \* ☐ B2C ☐ B2B ☐ Both

How many employees does the business have (other than you)? \*

How many years have you been in your current business? \*

What is your expected 2015/2016 turnover? \*

\* If Customer will need to provide a B2B request to submit any Customer or other data to their company, please fill in the details. \* We will not accept incomplete registration.

**Next Steps**  
Please expect to call from our office to book a time for a quick chat to confirm your suitability for the Mastermind, and to answer any of your questions.

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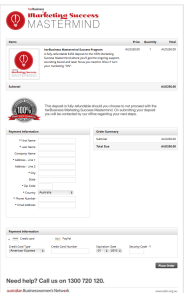
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## How to Express Interest

- Pay your \$250 deposit (fully refundable)





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## A Story About Action

- This is a “Turning Point” Moment For Your Business
- Can be daunting, I know
- My “Turning Point” Moment



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## Car Park Moments





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## Imagine...

- Finally getting the ongoing support you need
- Unlocking the value that's sitting in your business right now in your existing customer list
- Getting new clients more predictably and for much less cost



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## Imagine...

- Having an on-tap community of people ready to help you when you get stuck or need referrals or advice.
- Getting that headspace you've been craving to finally do some of those projects you know will make the biggest difference to your business
- The time you will save as you get more focused on the 20% of things that are going to make 80% of the difference.



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## What's Next?

You know, you're obviously really serious about growing and succeeding in your business and I just want to take a moment to acknowledge you for that.



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## What's Next?

Most people never take the time to educate themselves the way you have.



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## What's Next?

You've registered for Get the Email Marketing Edge you've taken the extra step to attend and get involved and you really have the commitment and determination to do this now.



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## What's Next?

That's why I really believe the HerBusiness Marketing Success Mastermind is a good fit for you.



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## What's Next?


Go Ahead & Submit Your  
Expression of Interest Today

We'd LOVE To Have You Join Us

Visit  
<http://bit.ly/mastermind-interest>



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## Questions?




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## Questions?

<http://bit.ly/mastermind-interest>



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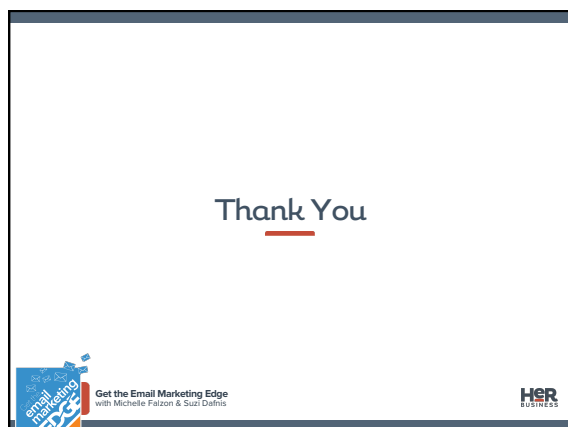
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