



## HOW TO FIND LICENSING CONTACTS

You're willing to get to work finding someone to license your idea...  
what's next?

The phone calls. Insert sweaty-faced emoji here.

If time really was money, you'd easily waste thousands on emails and phone calls to businesses on the "free inventor contact" lists that litter the web.

We know because we have too.

Inventor Shortcuts has vetted real contacts and eliminated the outdated and the fakes (which is 99% of them).

We've compiled accurate info lists of the relatively few corporations and manufacturers that truly accept idea submissions from inventors like you.

Think of us like that secretary or "data analyst" you'd love to hire.

Don't waste time calling your favorite stores and companies only to find they won't deal with outside inventors.

We've done it for you at a fraction of the cost of hiring an assistant.

Still...let's say you have spare time and/or a tiny budget and you want to find legit company contacts yourself.

It is possible to get a deal with just a few calls to a business you've found on your own!

Imagine getting a licensing deal on day one...not a likely scenario but it's been done.

First, check out their product labels or their websites. Call them directly.

Start to finish, finding the right person can take 30 to 60 minutes.

But you've got to ask for the right person.

If you've gotten an assistant on the line, tell them you want to send invention info, but don't get too detailed.

Only if they ask do you want to say one compact sentence about your product idea.

Then ask for the name of the decision-maker and their email address.

The assistant may want you to talk directly to them, so get patched through.

Be ready with that short description. See our [blog](#) and be ready to take notes, or get our [communication package](#) for all the deets.

Next send your sell sheet as promised, and politely follow up in 10 to 14 days if they don't call sooner.

Take *complete notes* on all your calls so you remember who you spoke to and when you sent your SS.

You don't want to call too often or forget important conversations.

It's too easy to waste time re-calling people who don't work with inventors at all.

It's normal to get a lot of "no, thank you's". Just move on!

Better, they may offer you tips on your invention or on licensing. Listen closely and take notes!

They may give you a new contact person to try. Take more notes!!

Be very thankful to people who are that generous.

Follow up with an appreciative email if you have their address...they'll remember you if you happen to deal with them in the future.

Best of luck!

Kristina

Inventor Communication Package