

SIX PLACES A NEW CUSTOMER SHOWS UP

How to use the ServiceCore Lead Finder. About 5 minutes, no tech skills needed.

A new restaurant leaks its existence in six different places before it ever serves a plate. So does a new home on a septic system. Here's how it works, step by step.

WHAT YOU NEED: A computer or phone, and a free AI account (ChatGPT or Claude). That's it.

1 Set what you pump, and which AI you're using.

I pump: Grease Traps or Septic Tanks. I'm using: ChatGPT or Claude.

2 Enter your service area.

City, state, radius, and the other towns or counties you serve. Pick how far back to look, 30 days is a good start. Then click GENERATE MY PROMPTS.

3 Step 1 is the hunt. Run the six prompts.

Six different places new restaurants or properties show up publicly. Click COPY PROMPT, paste it into your AI, and make sure web search is turned on. Each one returns the same table, so you can stack the results into a single spreadsheet.

4 Read this before you call anybody.

AI will invent businesses if you let it. Spot-check two source links before you pick up the phone. A lead with no source link is not a lead.

5 Step 2 is the work. Then send it the same day.

Paste the lead's name and address in the blue box. Prompts 7, 8 and 9 size the job, find the decision maker and draft your outreach. Prompt 10 turns it into a weekly routine so you're not starting from scratch. The earlier you reach out, the better your shot.

WHY THIS WORKS

A restaurant can't open without a working grease trap. The health inspector makes sure of it. Every new build outside sewer service is a system that needs pumping. If you show up while the walls are still bare, you're not selling. You're solving a problem they don't even know they have yet.

TWO QUICK TIPS

- No luck this week? Widen the time window to 60 or 90 days, or run the tool for the next town over.
- One phone call beats ten searches. Grease haulers, call your county health department for new food permits. Septic pumpers, call your county septic or OSSF office. Do it each week.