



# *Spirit And Mission Driven Success*

*Skills And Tools*

*Accelerators*

# Transmuting Blocks Exercise

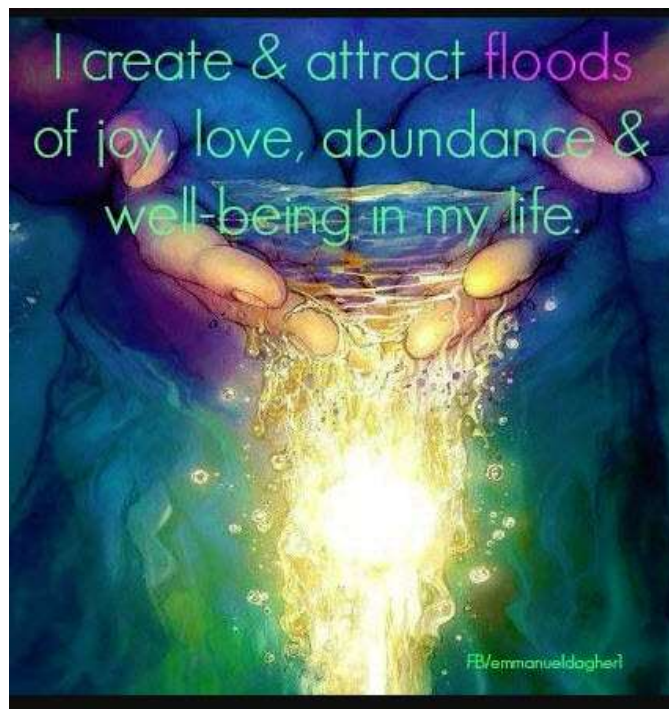
Transmuting Blocks, Pain, Limitations Exercise

Step 1: Feel And Surrender

Step 2: Willing To Understand The Lessons

Step 3: Willing To Release \_\_\_\_\_ / Choose To Release

Step 4: Willing To Receive Guidance, Solutions For \_\_\_\_\_



# Marketing Statement Formulas

## Marketing Statement Formula: #1

I Will Help You \_\_\_\_\_  
To Have \_\_\_\_\_  
To Become \_\_\_\_\_  
To Experience \_\_\_\_\_

## Marketing Statement Formula : #2

I work with (ideal market- target audience) \_\_\_\_\_  
Who have (name the problem) and \_\_\_\_\_  
I help them get (the result) \_\_\_\_\_  
So that \_\_\_\_\_

## Marketing Statement Formula: #3

I speak to \_\_\_\_\_  
Who are struggling with \_\_\_\_\_  
By showing them / teaching them \_\_\_\_\_  
So that \_\_\_\_\_



# Additional Raising Your Vibration Activators

1. How do you want to feel during this conversation/presentation?
2. What's most important for you to bring forth during this conversation? (Skills, values)
  - \* Jeanna likes to bring forth inspiration and fun
3. In order for you to have a heart based, service based connection with this person, what do you have to release?
  - \* Maybe you want to release an attachment to getting a Yes. Release the neediness... the attachment of making the sale with that person. Release whatever thought or anxiety takes you off your game.
4. Why do your products and services rock? Why are YOU and your services HOT?  
Make a list of why your products or services are so great.
5. What is the best possible outcome that I can get from this conversation?



Refer to our Membership Training Call found in our Archive Library:

<http://entrepreneursoulcoach.com/blog/wp-login.php>

1. Client Enrollment Soul Purpose And Intuition Essentials Training - 4.22.15
2. Raise Your Vibration And Elevate Your Mood At Will - 9.17.14



## Sales Conversion Rate

1. What is your financial goal?
2. # of clients / Customers charging \$ \_\_\_\_\_ to reach your goal?
3. What is your conversion rate in client enrollment calls? To determine your conversion rate: Determine how many people you have spoken with. Determine how many of those people you have sold.  
To determine your conversion rate, you divide the number of people with whom you had client enrollment conversations divided into the number of people you sold.

i.e:

You sold 5 people divided by 10 client enrollment conversations = your conversion percentage.

Then you determine how many people you need to speak with to reach your goal.

