Claim It! Declare It!

Session #1

Workbook

Purpose of this course:

1. Make more money in your business with your skills and gifts

2. Become more confident in delivering your sales conversations

3. Have a greater understanding of the numbers you need to reach to accomplish your monthly financial goals

4. Have a greater understanding of the bottom line measurable results that your services bring to your ideal clients

5. Have additional Intuition skills with which to make Soul Aligned decisions, identify priority actions, identify priority timing by when to take your actions, identify best business strategies to meet your goals and with which to design products and services to best fulfill your clients' needs

6. Have a better understanding of how to use your time for best business development

7. Increase your confidence in pursuing leads to invite them into have a client enrollment sales conversation with you

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Notes Regarding Warm Up Exercises

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Know Your Business Operations Related Numbers

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My Income Goal: $ _____

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My Monthly Rate: $ _____

Number of Clients I Need: _____

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Number of Clients I Currently Have: _____

Number of Clients I Need to Book: _____

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My Conversion Rate = _____%

Number of Sales Conversations I Need to Book: _____

Real Life Multiplier : x3

(Figure 1 out of every 3 people I ask for a sales call will accept the invitation.)

Number of Invitations to a
Sales Conversation I Need This Month: _____

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My Numbers Tracking Board

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Notes Regarding Your Target Numbers

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Inviting People To Have A Strategy Session With You

Scripts For An Appropriate "Ask" by James Roche:

- "If you are struggling with this problem, I can help you. Let's get on the phone and identify the one key issue (one area, one problem) that will get you started and let's look at how I might be able to support you moving forward."

  They respond "Great"

  You continue: "Let's set up a time right now to schedule that call so that we can have that conversation."

- Alternative:

"If you are struggling with _____, I can help you. Let's get on the phone and Let's identify the one big idea that would accomplish _____ that will get you started and let's look at how I might be able to support you moving forward."

Never a free coaching call:

"This is not a free coaching call. We are going to do a high level analysis of what is happening with you. We'll look at where things can potentially go for you. We'll explore a high level plan for you. And, if I can help you, we'll talk about it. If it isn't a fit, that's OK. Let's still connect. It's free."

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Weekly Business Development Tasks Time Management

- Lead Generation Research: 2 hours
- Lead Generation Outreach: 8 hours
- Enrollment Conversations: 6 hours
- Enrollment Conversations Follow Up: 2 hours
- Staying In Touch With Your Community: 1 hour
- Lead Tracking and Administration: 1 hour

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Programming Your Pendulum

Creator of All Beings (3x)
Divine Angels and Archangels (3x)
Divine Mothers (3)
Divine Fathers (3)
Divine Temples (3)
My Personal team of Spirit Guides and my Higher Self (3)

I hereby intend that this pendulum relay information from my Higher Self at all times, in alignment with Divine Truth and accuracy and that all answers received align to my highest path and purpose and the highest good of all Beings everywhere.

And so it is. Thank you, Thank you, Thank you.

Using A Pendulum

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Message Related Notes And Why They Don't Buy

I help _____ (ideal client)
Solve _____(problem, pain, issue)
So that they get (they become) _____ (results, outcomes)

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Your Offer: Their Problem And Your Solution

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Miscellaneous Notes

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