



Claim It! Declare It!

Immersion Intensive Warm Up Workbook Level 2

Member Portal Website Page: <http://www.entrepreneursoulcoach.com/claimdeclare.html>

Audio Instructions Tour For Warm Up Level 2

<http://www.entrepreneursoulcoach.com/class/claimdeclare2.warmupinstructions.mp3>

The Purpose Of Level 2 Course:

1. Gain deeper clarity about the value that you bring to your ideal clients
2. Gain more focused clarity as to the profile of your ideal clients
3. Embrace and embody the attitudes of mindset about selling that make you feel that you are the gift professional that your ideal clients have been longing to hire
4. Develop the habits, practices, and commitment to perform the daily / weekly business operations tasks necessary to have your business run like a competent machine. This includes knowing your numbers
5. Focus on lead generation and field research to build your confidence and give you tools that will bring volume of sales, leads, and referral partners into your business.
6. Standing in the truth that your business is an extension of you as a Light Leader in the business world.



Daily Action Check List

Date _____

- Listen to the Light Leader Soul Journey And Clearing Meditation
- Be aware of any emotion or thought that is slowing you down, minimizing your self worth, and/or is creating resistance that causes you to procrastinate from necessary business actions. **Use the Transmuting Blocks Exercise** to surrender, release, and receive whatever you need for your higher alignment in that moment. What you will receive will propel you out of your stuck resistant space into some form of action towards your goals
- Do the abbreviated version of the **6 Phase Perfect Day Meditation** guided by **Vishen Lakshiani**
- Take any appropriate action steps to cultivate leads with the intention of 1) Setting up strategy calls for client enrollment, and/or 2) Setting up a Get To Know You Conversation to explore referral partner or Joint Venture Projects where the two of you are supporting each other's business.
- Make at least one follow up call or social media follow up connection a day and reinforce it with an email on that same day. Your intention is to connect with that individual to
 - 1) Set up strategy calls for client enrollment, and/or
 - 2) Set up a Get To Know You Conversation to explore referral partner or Joint Venture Projects where the two of you are supporting each other's business. This is separate from going to networking or meeting events. This is also separate from any public speaking presentation.
- Make entries into your Contact Relation Management system:
 - 1) New contacts, 2) Lead generation results, 3) Follow up results,
 - 4) Research contacts, etc. Be sure to record your tasks, future meetings, notes from your communication with those individuals, and the details that you want to capture for each contact.

