Claim It! Declare It!

Immersion Intensive

Warm Up Workbook

Warm Up Exercise

1. Listen to this Light Leader Definition and fill out the accompanying workbook pages located at http://www.entrepreneursoulcoach.com/claimdeclare.html

2.Your Product / Services Results

Make a list of the ONE bottom line result that your products and service provide for your ideal client from just one of these categories:

* Health
* Relationships
* Wealth

3. In one sentence, write the one main problem that your services and products solve or resolve.

_____
_____
_____
_____
_____
_____
_____

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4. Design one package of services with the price that you would charge that solves the one problem that you wrote in #3.

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5. Make a list of 5 key words to use to Google organizations and groups where you could make a presentation offering your solutions to the one main problem that you wrote in #3.

1. _____
2. _____
3. _____
4. _____
5. _____

6. Spend a total of 90 minutes before our first session doing all of the following action steps. The 90 minutes would not include you attending a group and inviting someone from that group to have a Strategy Session with you. A Strategy Session is NOT a Get To Know You conversation. The 90 minutes would include any follow up conversations that you would have with people with whom you connected at a group meeting where you planned to follow up to invite them to have a Strategy Session with you.

Part A
Research places and groups of people for leads where you can connect with people and invite them to have a Strategy Session with you. These would be people and groups that have the problem that you solve.

Part B
Contact those people and organizations via email, Facebook Post, attend a meeting, or phone call. Include past clients.

Part C
Contact them to stay in touch and to find out any challenges that they might be having at this time. Then, when relevant, let them know that you would like to book a Strategy Session with them to explore their needs and goals. Do your best to have a at least one conversation where you invite them to have a Strategy Session with you. This is for you to book the Strategy Session, not to actually deliver that Strategy Session.

Bonus Action: Have at least one Strategy Session before our Friday, March 30th session.

Notes For Question #6

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_____
_____
_____
_____
_____

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7. Organize the themes of contacts into organized groupings according to any common denominators that your contacts might share. Enter these groups as well as any singular individuals into your online contact management system (CRM). Write in your contact management the status and relevant notes of the results from your outreach.

8. Make a list of the experiences that you want to create for your clients and 5 emotions that you want your clients to feel from working with you.

Then, take a moment to create the feelings within yourself of those experiences and emotions so that you personally are embodying exactly what you would like your clients to feel.

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9. Create a specialized Spirit Team that will be your Claim It! Declare It! spirit committee. Have spirit members fulfilling various roles according to the action items listed in this Warm Up Exercise.

List the titles of each Spirit team member and what you want them to accomplish for you.

10. Set an appointment with each other before our session on Friday, March 30th. Go over your results of each of these action steps giving each other feedback and support.

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