



Week 6: Making the Sale

1. What are some typical problems that your ideal clients might have?

2. How will your program address each of these? In my {workshop, 1;1 program, group program} we will:



3. How will you ask for the sale? {Ex. Is this something you want to do? Are you ready to get started? Did you want to register for the program?}

4. What were your reasons for not wanting to or being able to take this program, the Client Creation Program?

5. How did you work through it? How might you help a potential client with the same objection?



6. What objections have you been met with or are you worried about being met with from potential clients?

7. What questions would open the door of possibility for a client when they are in limited thinking? For example:

- “If you could have it any way you wanted it, what would you do?”
- “What if you already knew the answer?”
- “What does your higher self-have to say about this?”