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SELL WITH SOUL

How to Use Strategy Sessions to Sell Without Being Salesy and Turn Prospects into Paying Clients

CHECKLIST

NETTY BRYAN | POWER UP COACHING

SELL WITH SOUL

How to Use Strategy Sessions to Sell Without Being Salesy and Turn Prospects into Paying Clients

1. Mindset Renewal and Overcoming Difficulties and Issues About Selling
2. Matching What Your Client Wants to Your Offer and Meeting Their Needs
3. Maintaining Confidence in Yourself and Your Service
4. Meeting and Strategising with Your Prospects Regularly
5. Mastering The Use of Sales Skills That Don't Look Like Selling

Are You Ready to Turn Your Prospects into Actual Paying Clients?

Grow Your Confidence

Want To Master Your Prospecting?

Did you know that many people struggle with this major challenge of how to turn potential prospects into paying clients?

The truth is that many new business owners and even experienced entrepreneurs don't have the required skill and lack the confidence they need around selling and this makes it hard for them to consistently sign on new clients in order to keep their business afloat.

You can turn this challenge around starting today by learning how to master the art of taking someone from cold to close by learning how to sell with soul. Are you ready to get started?

MINDSET

1

RENEW YOUR MINDSET AND OVERCOME DIFFICULTIES ABOUT SELLING

- Mental hurdles include thoughts like, “What if they say no?”
- Confront them to come up with strategies to combat them
- Match a product or service to a need
- Realize that rejection isn’t personal
- Turn a ‘no’ around and into a learning experience
- Learn something and perform better next time

Next Steps:

- [ ] Do you get a bad feeling when you think about selling?
- [ ] What part of it gives you that feeling?

MATCHING

2

MATCH YOUR CLIENTS WANTS TO YOUR OFFER AND MEET THEIR NEEDS

- You might offer a great service, but target the wrong market
- Conduct research to pinpoint potential clients
- Focus on a single pain point or problem you can solve

Next Steps:

- [ ] What problem does your service uniquely solve?
- [ ] What kind of business needs this service?

MAINTAIN

3

CONFIDENCE IN YOURSELF AND YOUR SERVICE

Understand the unique value you're offering

Think about your strengths and weaknesses

What's valuable, and what can be improved upon?

Write a Unique Value Proposition

A simple statement that describes your product

Strategies to instill confidence include:

Recognize yourself as an expert

- You know more than your audience does
- You've spent more time studying it

Consider every win

- Recognize each little victory as progress

MAINTAIN

3

CONFIDENCE IN YOURSELF AND YOUR SERVICE

- Build momentum and confidence

Visualize success

- Imagine what it will be like to win
- Generate feelings of positivity and confidence

Lift up those around you

- Celebrate the achievements of others
- It becomes easier to see the good in yourself

Only associate with positive people

- Surround yourself with people who are positive
- Cut out negative or toxic people

MAINTAIN

3

CONFIDENCE IN YOURSELF AND YOUR SERVICE

View each step as a learning activity

- Everything you do is a learning activity
- Learn to recognize failures as the most valuable lessons

Next Steps:

Find the genuine strengths of your offer

Try out one of the confidence strategies

MEETINGS

4

MEET AND STRATEGISE WITH YOUR PROSPECTS REGULARLY

A strategy session is a conversation to generate sales of high-ticket items

Listen, then answer questions about your offer

Get an idea if you can help the prospect

Set up strategy sessions on a regular basis

Plan and anticipate questions

Next Steps:

Identify interested prospects

Set up times where you can discuss their needs and your offer

MASTER

5

MASTER USING SALES SKILLS THAT DON'T LOOK LIKE SELLING

Ask questions and listen

Give them your full attention and listen closely

Summarize as you go along

Show the person you're listening and clarify things

Make an invitation to the next step

Lead the conversation to a concrete decision or action

Next Steps:

Work the three techniques into your strategy sessions

Use them as a way to naturally move the conversation along

Power UP Coaching

Thank You!

Your Next Step:

Was this checklist helpful? That's great, however, there is only so much we can explain here about selling with soul and how you can turn your prospects into paying clients.
If you are happy with what you have read so far and want to explore even more, here are your next steps:

Step 1: Join our free Facebook Group Dream Business Launchpad where we do weekly live streams and provide other valuable content that will help you grow and your business grows through creating profitable business signature systems.

Step 2: Book a call to learn more about my Sell With Soul- Million Dollar Discovery Call Bootcamp- The waiting list is now open!

Want to talk now?
I'd love to hear from you so we can discuss how we can get you started on the next step to powering up your confidence to turn more of your prospects into paying clients.

Click the link below to book your FREE Business Insights Client Attraction Audit Call Now.

Netty Bryan XoX

CLICK HERE TO BOOK YOUR CALL HERE