

How to Get Clients to Say Yes to Working With You

With
Therese Skelly



So glad you are here



What we will be covering

We will look at those hidden places where you or your prospect have some 'stuff' going on.

We'll find places you can check to see if you are losing \$\$ by what's going on
Unconsciously

A heart-centered selling formula



What are some mistakes you see?

I want to hear from you...

Where does the sale get 'blown'?

How does it go bad?



“When I think of the word ‘sales’ I feel....”

Do you have a negative bias towards the concept of selling?

The key is to
REFRAME it!



What's a new definition?

If I can learn to sell, YOU can too!



This is where the problem really lies

Both you and your prospect have hidden landmines, beliefs, blocks, and barriers!

If you don't understand...
You are hostage to it!



The mindset challenge

It doesn't live in them...
It's in YOU



Did you ever do this?

You are more committed to your prospects comfort than their greatness

Fear rejection?

Want to be liked?



Lets look at YOUR side of the street

Are you bringing any of these?

Doubt
Fear
Lack
Conflicting intention
Codependent patterns



Success Stories!

Before I started working with Therese, I was in a state of complete overwhelm. I knew I had a unique business that could change my potential client's businesses, but I wasn't sure how to get the message out there. I didn't consider myself a very good salesperson.

After two years of being frustrated with myself, I hired Therese. She reached into her mindset toolbox, and with her support, **my third month of working with her, I had a record-breaking success in my business.** **Not only did I beat my highest-earning month, but it MORE THAN DOUBLED.**

Thank you, Therese, for helping me get out of my own way and break through to success!

Lainie Cotell
MagiScript
Transcripts for Content
www.magiscript.com



What's happening in them?

They don't trust

Want you to be powerful
Fear success/failure
Can't hold the vision

Have their own conflicting intentions



Why objections?

Resistance is NATURAL!

They have lost their belief
Bad experiences in the past interfere
They have a 'terror barrier'

Their desire is for you to stand for them

Can you create that powerful of container?



What does not being masterful in selling your services cost you?

Money
Clients
Doing your great work
Credibility
Integrity

What's yours?



Let's do the math

The lifetime value of a client/patient

How many patients you don't sign up?

Monthly
Yearly

What's the total?



Why is selling such a challenge?

It's not 'natural'
Everything in us is recoiling

Influences include:

Culture

Gender

Religion

Location

Yours is _____



How to set up the conversation

Take charge

Let them know what to expect

Give permission for a no

Think of who you are 'being'

Goal = connection



Step one

Owning your value



A special gift for you



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Take the assessment

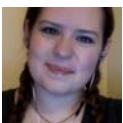


The ‘stuff’ is what keeps us stuck

When Therese found me, I had all the "pieces" of my business in place but it wasn't clicking because I was paralyzed by a fear of failure and a fear of success. She was able to help me work through the fear to take those pieces and put them together.

After letting Therese get inside my head for a few months, she dug out why I was stuck, helped support me through letting go of old beliefs and programming, and gave me the confidence I needed to turn what I truly loved doing into a stream of income that's led to my biggest month in 10+ years of business.

Michelle Shaeffer
<http://www.michelleshaeffer.com>



Step two

Connect with their dreams and desires



Step three

Push their pain



Step four

Share your services



Step five

Here's how to handle objections:

"I can't afford it"

"I'll have to think about it"

"I have to ask _____"



What's going to stop you

If you were to finally be powerful in the selling conversation...

What would need to change?



Who would you have to be?

How does staying the same serve you?

A special gift for you



www.HappyinBusiness.com/oyvgift

Let's get your questions answered

Raise your hand

Put your question in

Don't be shy!



Still have questions?

Feel free to reach out!

Email me at:

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