

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

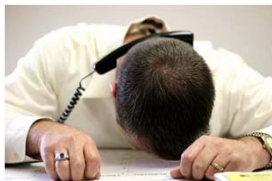
Can you create that powerful of container?



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



www.HappyinBusiness.com/oyvgift

Take the assessment

How much do you really own your value?
This assessment is designed to show you where you are in terms of owning your value, raising your rates, and having a more profitable business. Answer each question from 1-3. Be honest as you can, so you can begin to address what else is needed to really Own Your Value.

Your scoring key:
1 = No not often/Never 2 = Sometimes 3 = Yes/Most of the time

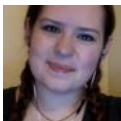
- ☐ I feel great about where my prices are.
- ☐ My business is running a nice profit.
- ☐ I regularly review and increase my prices.
- ☐ I confidently can speak about the results my clients can expect when they sign up.
- ☐ People understand why my services are priced higher than others in my industry.
- ☐ I can clearly articulate why I should be paid more.
- ☐ I easily offer my higher-end programs to potential clients.
- ☐ The right clients usually say yes to working with me.
- ☐ My marketing brings in the perfect people.

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:

Therese@HappyinBusiness.com