



How to Sell without Selling

Fall in love with my permission-based sales process so you can sell your brilliance!

Step 1: Let's get real about how you feel about selling!

Rate how comfortable you are with selling from I HATE IT to IT'S MY FAVOURITE!

I HATE IT 1 2 3 4 5 IT'S MY FAVOURITE

What do you think has to happen to get you to a 5?

Rate how confident you are that you can take your PPC on a feel-good journey from stranger to happy, paying customer in 5 steps or less

UMMM, WHAT? 1 2 3 4 5 EASY PEASY

What do you think has to happen to get you to a 5?

Step 2 Let's Bust Some Sales Myths

What are your beliefs around sales?

How can you reframe these beliefs?

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Step 3: Permission-Based Sales

What is permission-based sales?

What is Lindsay's red-light/green-light system?

What are some great questions I can ask to move people through Lindsay's Stranger to Happy (Paying) Customer Journey?



Hint: Watch the 5K in 1 Hour Per Day workshop replay on my Goodies Page!

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Step 4: My "Perfect Sales-Free Sales Call" Template

What are the three types of calls you might have?

1) N

2) P

3) W

BASED ON A 30-MINUTE CALL:

5 minutes: Rapport building

15 minutes: Asking questions, listening and understanding

5 minutes: Problem solving

5 minutes: Talk about YOU

Sales-Free Sales Call Notes:

Blank area for Sales-Free Sales Call Notes.

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Step 5: Get into Action!

Set a goal for how many calls you'd like to have over the next 6 weeks: _____

What activities will you do to ensure you get your PPC on the phone/Zoom?



Hint: Watch the Busy Work is for the Birds workshop replay on my Goodies Page!

Step 6: Join my Lazy Way to 100K Community!

Gah! Y'all are working way too much and leaving so much money on the table ... and I want you making oodles of moola so you can reclaim your freedom, babyyy.

Want to be part of a community where you'll learn practical business skills (like how to do sales in a way that feels good and actually WORKS!) and have a clear path to run on all the way to your first 100K?

Join our community to hang out with other badass entrepreneurs implementing my work less, play more philosophy as I guide y'all from idea to 100K with ... well ... less work and more moola in your pockets!

If you want to learn more please email me at lindsay@theradicalconnector.com and let's hop on a call to see if the Lazy Way to 100K community is right for you.

Step 7: Follow Me Everywhere!



Work Less Play More Podcast on your favourite streaming service



@RadicalLinds



The Radical Connector



Join our Facebook group for new entrepreneurs, **Rad Connectors**