

The Clarity, Strategy, Action Session

For higher ticket selling

Based on your Bringer of clarity point of view

Please know that doing this session is EXTREMELY valuable to people, even if they don't work with you because they are not a good fit or a good fit at that time.

People will perceive this as being eye opening, clarifying and inspiring and they will be grateful! This is what makes it so easy to get practice opportunities with colleagues! They will love you for it!

It is also easy when you know exactly how to offer it in a way that shows the value and exactly what will happen!

Here is how you offer it:

My offer is a free Clarity, Strategy, Action Session.

Here is what we will do together in this value session

- ***Get really clear on your goals both short term and long term***
- ***I will diagnose the biggest obstacles that are stopping you***
- ***Tell you exactly what you should focus on to move forward***
- ***My best recommendation for strategy and the next steps you should take***
- ***My honest evaluation on what is possible for you and how far you can go based on your skills and goals***

As the expert in the problems you solve and the solutions, you are ethically bound to do #1 and #2 this with a potential client before making them an offer...otherwise you don't really know if they are a fit for you or your pathway!

During this session you must

- Widen the gap by sitting in and clarifying the pain – the cost they have been ignoring and pain of where they are Vs where they REALLY want to be
- Ask for their true willingness and desire and get the to restate that they REALLY want the goals they say they want.
- Ask the follow up question of “are you willing to push out of your comfort zone? Because I promised to give you my best recommendations to move forward and some of them will require you to stretch and grow”
- Inspire them with what is possible for them based on your true assessment of them and your experience with solving the problems with your solutions.
- Use the magic phrase of “Bases on what we have talked about today, here's what I recommend...”