

Excerpted from
Road Map to RockStardom!™

Sales: Making Offers and Collecting Cash

My monthly income goal: \$_____ My

2014 Income goal: \$_____

I need to sell _____ many packages (teleclasses/
products/inner circle seats/VIP days...or a combination
of all of these) to reach my monthly income goal of:
\$_____.

I need _____# of strategy sessions to say yes to
my offer to reach my monthly income goal of
\$_____.

Right now my conversion rate is _____ yeses out of
_____ strategy session conversations.

I need to speak to _____ people a week to reach my
monthly income goal of \$_____.

Fastest way to Cash: Strategy Sessions!

Strategy Sessions/week_____

Ex:

monthly income goal is \$10,000

My VIP Day = \$2000

packages: \$1000 for 3 sessions

Inner circle is 3 months and is \$3000 per person

I need to sell 5 seats in my inner circle (total \$15,000/3 months = \$5000 for 1 month), 3 packages at \$1000 for \$3000 and 1 VIP day at \$2000= \$10,000.

Right now my conversion is 1 yes out of 5 strategy sessions.

I need to speak to around 40 or 45 people to get to my goal of \$10,000. That averages 10-11 strategy sessions per week.*** This number also guides how many networking events/talks/people you get in front of per week.