

Free Consultations: 7 Symptoms of Ineffective Enrollment Consultations and What You Can Shift Right Now to Fix Them



If you're not having the success you know is possible using enrollment conversations or free sessions with potential clients, you are in the right place. By reading below, you are quickly going to see exactly why this is happening.

You'll walk away with a clear understanding of the **seven symptoms of ineffective free consultations and how you can begin to fix them**, so they feel natural, authentic and are also effective. Then, if you want to go further with this information, I'm going to tell you how you can do that for free.

Sound good?

First, I want to make sure you understand the possibilities that conversations bring to your business. **Mastering the art of conversation allows you to create steady**

predictable income in your business and generate income on demand -- very, very quickly, whenever you need it.

So let's first take a look at some of the symptoms of ineffective enrollment conversations:

- **Symptom #1:** Your conversations go pretty well, but you're confused because most of the people you talk to say no to your offer, or seem wishy-washy about moving forward.
- **Symptom #2:** You enjoy talking with people, but when it comes time to make your offer, you get a queasy feeling inside. If you do make an offer, they usually say no, even when the conversation goes beautifully for both of you - up until the selling point at least.
- **Symptom #3:** The call seems to get away from you and takes on a life of its own - even to the point where you run out of time to make your offer because the buyer has to go.
- **Symptom #4:** The conversation goes well but when it is time to make your actual offer, you freeze. At times you may even fail to make an offer at all.
- **Symptom #5:** Your buyer doesn't say yes but doesn't say no; or, if they do say yes, they may back out later.
- **Symptom #6:** You invested in a surefire step-by-step formula for selling. However, each time you try to use it, you feel inauthentic, manipulative and just plain icky. So your conversation completely gets derailed and you and your potential client leave with an unpleasant experience.
- **Symptom #7:** You discovered a sales script that is guaranteed to convert prospects into clients. You follow the script and end up enrolling the client. However, you quickly find out that you and this client are not a good match. The sales script worked - you enrolled a new client, but you are both pretty miserable.

Any of these sound familiar?

So what's going on? Why do these symptoms occur and what needs to shift to change the outcome?

Even though there are specific reasons each of these happen, in a general sense, what's going on is **you are not completely being YOU.**

What if everything you've learned is backwards, and it's not about you learning how to become a great salesperson?

What if, instead, it's about finding a way to offer your solutions that feels really good to you inside?

And what if being yourself is what causes people to WANT to buy from you?

There is nothing wrong with you. If the script you're using isn't working, it's because **the words or the method just weren't built for you**. The reason you get that queasy feeling inside is because your body is trying to tell you that something doesn't feel right.

What if you could find your own words to say in a way that empowers your buyer to make a clear choice?

In order to begin to shift how you do free consultations and enrollment conversations, you first need to toss out the one size fits all sales trainings, formulas and scripts and tap into you.

Keep the things that feel good and get rid of the rest.

Here's what I've learned, and I encourage you to apply this in your business right away. It will make a huge difference. And I want to make something really, really clear. I never, ever have to convince someone to buy from me. In fact, this is pretty radical too, but I actually believe that if I have to convince someone to buy from me, they aren't the right match for my programs, products or services.

If this information resonated with you, join me for a FREE training:

Take the Manipulation & Ickiness Out of Selling: How to Have Authentic & Effective Sales Conversations that Feel Natural



During this training you will learn:

- **Why selling feels so uncomfortable** for heart and spiritually driven entrepreneurs
- How you can **shift your sales conversations** so they feel more authentic and get results
- What you can do so that you **leave a sales conversation feeling good and inspired**
- The **five elements of successful sales conversations** for heart and spiritually driven entrepreneurs

You can join this FREE training by signing up here: <http://gretchenpritts.com/authentic-sales/>

And if you have any questions, please email me at gretchen@gretchenpritts.com.

Thanks so much and I hope this information helps you change the way you enroll new clients :)

Until next time ...

xoxo,

A handwritten signature in cursive script that reads "Gretchen".