

HOW TO GET MORE CLIENTS CHALLENGE

Workbook

DAY 1





#GetMore contract

"Today I am committing to..."

Today I am committing to myself and my business. I am going to see this through. I am going to take personal responsibility for where my business is as well as its future success. I am fearlessly changing the things that are not working for me and my work. I am saying yes to my businesses and supporting my future clients which means I am going to say no to anything this week that is a barrier. I am creating habits that lead to success in my business and my life. I accept that sometimes change is hard, and I am strong. Through this practice, I am welcoming fun, expansion, joy, and abundance into my life.

Signed: _____

Date: _____

Day 1: Perfecting Your Pitch



First, let's check in...

How are you feeling about the challenge?

What are your goals for the challenge?
Hint: Connect them to feelings...



Choosing You Offer



What are the 3 criteria for the offer to workshop?

- 1.
- 2.
- 3.

The offer I will be working with this week is:

Notes:

Pain Points

What problem is your ideal client experiencing? What are they losing sleep over? What do they want help with? Remember: These are the most common questions or complaints you have received or been told from family and friends and in the daycare line up.

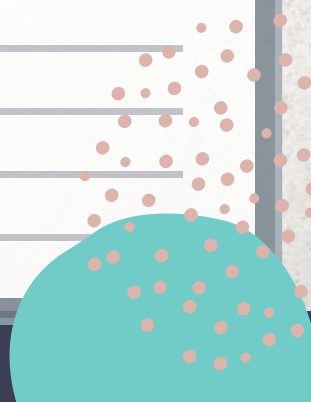
Common Questions:

Notes

- 1.
- 2.
- 3.
- 4.
- 5.



What do they really want??





Solution Statements



Now name the clear solution your clients want... avoid listing all the ones you know about.

Problem

Solution:

Problem

Solution:

Problem

Solution:

Problem

Solution:

- Go check with folks you have helped personally or professionally and see if these statements feel like the problem that you solved for them. Use their feedback to edit your statements. The more folks you ask, the better sample you have for feedback.

Feedback Notes:

Final Solution Statement(s) aka Pitch Statement(s):

