

How To Get Clients FAST!



Checklist

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INSPIRED ACTION #1

- Find out who your ideal clients are.
- Find out who these clients are already doing business with that would be complementary to your work.
- Reach out to the person those clients are doing business with and offer to give them something of huge value.
- Collect the leads and offer to do a private 1-on-1 session with these prospective clients; if it's a fit, offer them a way to work with you.

INSPIRED ACTION #2

- Make a list of everyone you know – friends, family, colleagues, peers, work associates - from past or present.

Send them a letter or email describing what you do and for whom. Let them know you have time in your schedule to offer complementary sessions to new prospects for a limited time and you'd appreciate it if they could spread the word. Ask them to either send you the names of those who might be interested so you can reach out to them or introduce you to them.

Ask, "Who do you know who could benefit? And, by the way, how can I support you?"

INSPIRED ACTION #3

Contact local groups and offer to give a free 20-minute talk and let them know you won't be doing any selling, just adding value.

Tell the audience you are doing a free drawing and have them put their business cards in a box where you'll draw one card for free product, program or service. (If they don't have a card, have them write down their name, email and phone number on a piece of paper.)

Follow up with all who put their information in the hat and let them know although they didn't win the free giveaway, you'd like to offer them a complementary 1on1 session with you.

INSPIRED ACTION #4

Contact your past clients and ask "How can I serve you right now? What's the biggest challenge you're facing?"

When they call, don't 'sell' them! Start helping them see how to best resolve that challenge and let them know the truth about the source of the problem.

Let them know you how much you enjoy working with people like them and ask if they know anyone who would benefit from your services.

Also ask them to spread the word.

INSPIRED ACTION #5

Offer a referral fee to those who send prospects your way who end up working with you.

INSPIRED ACTION #6

- Raise your prices!
- Let people know your prices are going up on X date and if they'd like to take advantage of your current prices, to book a session with you to determine how you might best work together.
- For those who aren't ready to start working with you, let them know even if they aren't ready right then to start working with you, as long as they booked with you now, you'll lock them in at your current fee.

INSPIRED ACTION #7

- Make a list of the people you would love to serve.
- Then start with the first one, reach out and have a conversation. Let them know what it would be like to work with you by having heart-centered conversations. Be willing to deeply listen. Be real. Speak the truth of how you see their problems.

INSPIRED ACTION #8

- Take time daily to energetically connect with those in your Divine Market.
- Be okay when you get a “NO”. Accept it as one step closer to your next “YES”. Understand “No’s” always come along with “Yes’s”.