

TASK #3

HONE YOUR SALES

with Zoe B

WORKSHEET



TASK #3

We've already worked on the first part of the sales pdf – identifying the problem your clients will solve from working with you. Now let's hone in on one of the very important parts that will:

- 1) pre-sell them,
- 2) make them feel like you're in their head
- 3) answer any existing objections they might have about working with you

YOUR TASK:

Write your major #1 result followed by the top 3 'withouts' (all the things they have tried before that didn't work or are tired of or assume they have to do)

Example:

I help my clients to lose 5kg in 6 weeks without having to eliminate carbs, starve themselves or do hardcore cardio 7 times a week

I help my clients to _____ without
_____ or _____ or _____

NOTE:

This training series was run live and the facebook group is now closed. Therefore there is no task or contest. Simply enjoy completing the worksheet. To find out about Zoe's next live training series, join the Conscious Business 2.0 Facebook group >>here.