

'CONVERSION CONVERSATION'

There's a formula...! A fool proof 12-step formula! If you want to convert like a 'banchee' to more 'A' class clients who will pay you high end advice fees, then this worksheet will be your first step to changing the way you convert your clients forever.

<u>LEAD THE CLIENT</u>	<u>RAPPORT</u>	<u>AGENDA</u>	<u>DECISION</u>
<u>STRETCH THE GAP</u>	<u>RELATIONSHIP MOUNTAIN</u>	<u>MAGIC WAND LIST</u>	<u>PAUSE - VALIDATE</u>
<u>GET HIRED</u>	<u>CORP PROFILE / VALUE PROPOSITION</u>	<u>PRESCRIBE</u>	<u>INVITE</u>

