



4 CLIENTS IN 4 WEEKS *Challenge*



A *Divinely Intuitive*™ BUSINESS PROGRAM

Your Divine Stick Factor **Week 3 Handout**

You may have discovered as you have been inviting people to have Divine Connection Calls with you that sometimes you get stood up. Yep, it happens, unfortunately.

So, how can you reduce the times you get stood up, and how can you more easily enroll someone into showing up for a connection call?

Aaahhh, that's the question, isn't it? ☺

Well, it's a good thing I've got lots of experience being stood up, and I can help you out with this particular challenge.

Ok, so here's what you can do.

When you invite someone to a DCC and they say yes, drop them a quickie email asking them this question (in your voice, not mine, by the way):

“I'm looking forward to connecting with you on _____ (date/time).

I'm doing some market research and I would really appreciate it if you could take a moment to answer this question:

What do you find is your biggest challenge with _____?

Thanks so much. I'll talk with you soon!”



The above question is designed to help them (and you) in the following ways:

- They take you more seriously, and see you more as an expert in your field.
- They begin to see you as someone who may very well be able to help them solve their problem – the very problem they just shared with you.
- You know that they take themselves more seriously if they answer the question.
- If they answer the question, it is almost guaranteed that they will show up for the call. Because they have now invested some time in themselves with you.

This question can (and should be) modified to reflect YOUR niche market. It should reflect *your* expertise.

For example, for me the question might be “*What is your biggest challenge when it comes to getting clients?*” (Or marketing your business. Or maybe even trusting your intuition.)

You want to ask a question about *your* work to your people. If you’re a health coach, ask a question about their energy, or ability to sleep, or exercise, or eating more balanced, healthy meals, etc. Often this will depend on what you’ve read that they’ve posted somewhere (the reason you reached out to them to begin with).

This will help them “stick” to their appointment. And that’s a very good thing. ☺

Divine hugs,

Anne

Rev. Anne Presuel
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