

Strive for the Ideal

Goal: Closing a client for \$1000

How to achieve this goal: close a client for \$1000 project, provide results, get paid

Objective:

- Get on call and get the client to work with me and close the deal then provide massive results using strategies from LDC.

Task:

- Make a strategy to lead your client to success
 - Look at the business current situation
 - Identify opportunities to fix the pain of the business
 - Offer them a solutions
- Make a plan to crush the sales call
 - Re-watch the spin videos and the mini-lesson about the spin questions
 - Get an idea of how I want the call to go
 - Stay calm and cool on the call
- Send outreach
 - 20 Local emails a day
 - 10 Local calls a day