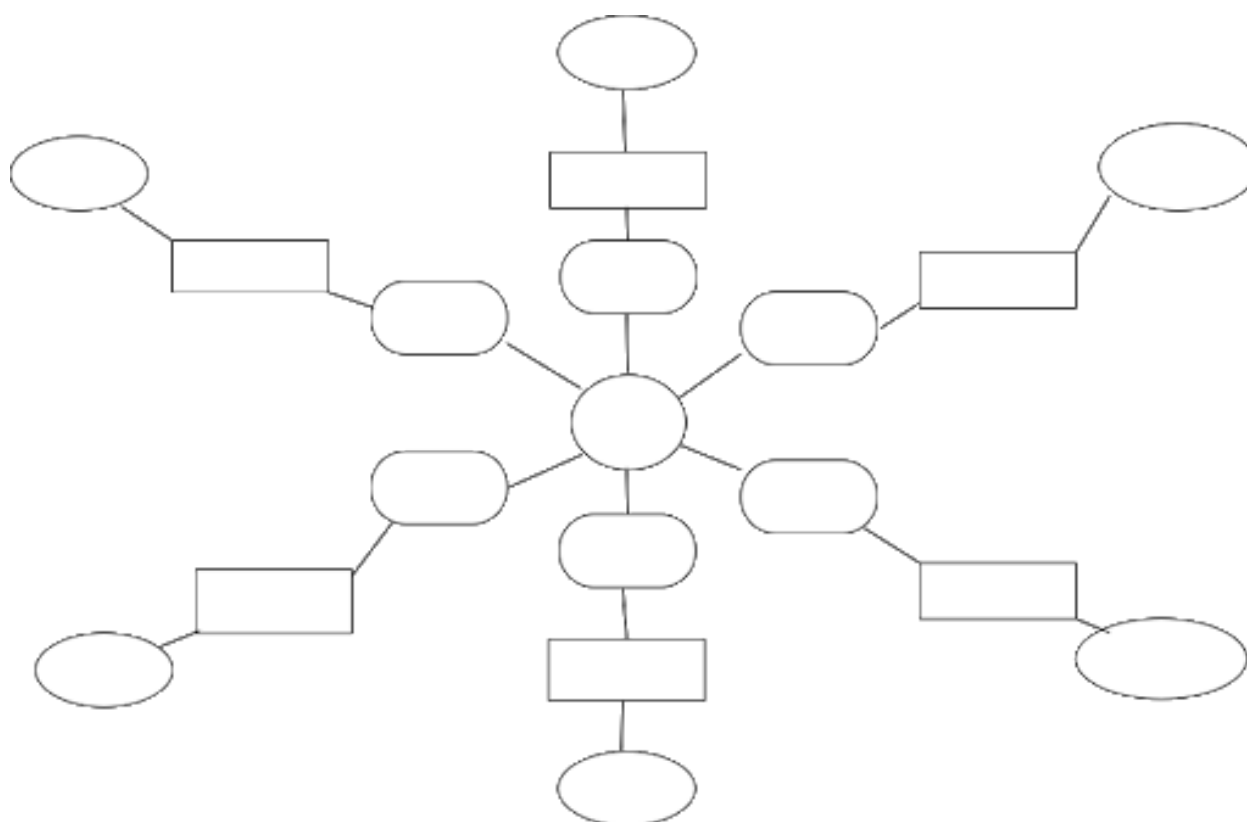


10 Days Implementation Lab to create your Irresistible Offer

Worksheet #2 = 'Your Clients' Pain Points

Exercise #1

*Put your Ideal Client in the center of the diagram below and add what he/she **WANTS** in the 1st circle, what you know that he/she **NEEDS** in the 2nd circle, and what you can **OFFER** in the 3rd circle*



Exercise #2

Taking the results of the diagram above and complete the table below

<u>What My clients Want</u>	<u>What My clients Need</u>	<u>What I can offer</u>