

Become A Health Coach Certification

Pillar 4: Proven Marketing & Business Systems

Week 3

Introduction

Learning Objectives:

- How To Get Clients From Networking
 - Review the step-by-step flowchart that outlines specifically how to get clients from networking
 - How to network when you're an introvert
 - What to do about business cards

Learning Objectives:

- How To Get Clients From Networking
 - 25+ networking ideas
 - Discover how to prepare and prequalify potential clients for your CTD conversation
 - Learn how to keep your client engaged between the CTD and Session #1 (instead of dropping out, freaking out or disappearing)
 - Find out what to say if a potential client is a no-show

Learning Objectives:

- How To Get Clients From Referral Partners
 - What is a Referral Partner and why are they important?
 - 4 criteria of an ideal Referral Partner
 - 25+ out-of-the-box ideas to find ideal Referral Partners
 - Stacey's "Clutch Coupon" technique
 - Stacey's "Coupon Booklet" referral strategy
 - Stacey's word-for-word telephone script to approach new Referral Partners
 - 5 Actions that develop your Referral Partner relationships