

A woman with curly hair, wearing a light blue button-down shirt, stands in a library with her arms raised in a gesture of triumph or joy. She is positioned in front of a large bookshelf filled with books. Several hundred-dollar bills are floating in the air around her, suggesting success or financial gain. The scene is dimly lit, with a warm glow from a desk lamp on the left. The overall mood is one of achievement and celebration.

WINNING WEBSITES™

WORKSHEET



WINNING INTRO™

Make your introduction a memorable one

I AM

AND I HELP

BY

PROSPECT SEARCH™

Where do your prospects hangout?

	ONLINE Jot down the online channels you will go to search for prospects. Eg. Google local search	OFFLINE Jot down the offline channels you will go to search for prospects. Eg. Visiting your bakery
SOURCE		

PROSPECT IDENTIFIER™

List your hottest prospects from each source

SOURCE	1	2	3	4	5	6
PROSPECT 1						
PROSPECT 2						
PROSPECT 3						

PUSH BUTTON PLANNING™



RESONATE & VALUE MAGNET™

Building your proposals

PROSPECTS	1	2	3	4	5	6
PAIN RESONATE POINT	1	1	1	1	1	1
	2	2	2	2	2	2
	3	3	3	3	3	3
VALUE RESONATE POINT	1	1	1	1	1	1
	2	2	2	2	2	2
	3	3	3	3	3	3
OFFER/ SOLUTION	1	1	1	1	1	1
COST						

WINNING VALUE PRICING™

Learn how to make your proposals value-based and leave your prospects wanting more!



	PROJECTS Ask for 5 projects/services they carry out.	CHARGE-OUT The average value.	QUANTITY PER MONTH How many of these jobs do they get per month	TOTAL Total for that service.
PROJECTS/SERVICES	1		X	=
	2		X	=
	3		X	=
	4		X	=
	5		X	=

PROPOSAL BUILDER + CHECKLIST™

Time to create and build your client proposal

SECTION /ORDER Sections to include in your proposal	MODULE Refer to these modules to complete this section of your proposal	COMPLETED? Tick once you have completed
1 Introduction	Winning Intro™	
2 What we know about [your client's name]	Resonate + Value Magnet™ Pushbutton Planning™	
3 How [Your business name] can add value to your [your client's name]	Resonate + Value Magnet™ Pushbutton Planning™	
4 Your [earning] or [lead] potential by working with [Your business name]	Value Pricing™	
5 Our services		
6 What people say		
7 What makes [Your business name] unique		
8 Pricing	Winning Value Pricing™	
9 Ready to sign off		
10 Thank you and Contact details		

FOLLOW-UP CHECKLIST™

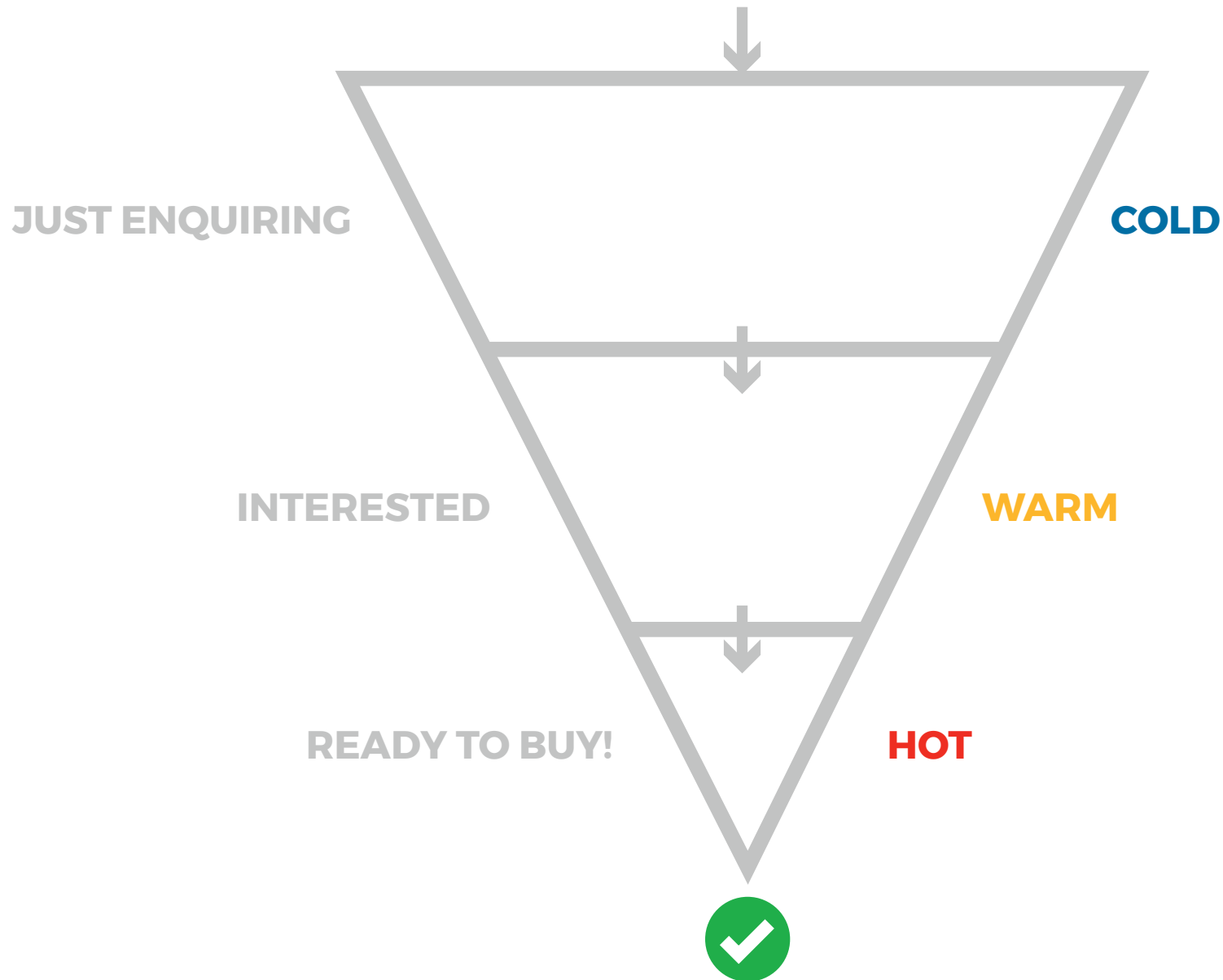
Keeping your prospects on track



	EMAIL 1 Follow up with an email	EMAIL 2 (3 days) Follow up email. Repeat after Step 3. 3, 5 and 10 days. 14 day rule.	TELEPHONE Try to speak with your prospect. Agree next steps/meeting.	BEACON PUSH BUTTON Reminder of the value/pain points and frustrations they have to use.
PROSPECTS	1			
	2			
	3			
	4			
	5			

ENGAGEMENT INDICATOR™

How engaged are your audience?



NOTES

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