

Capture
Your Wealth

HIGH PAYING CLIENTS



CHECKLIST

High Paying Client Secrets

What You'll Learn

- Knowing the reasons to go for high paying client
- How to close high paying client
- How to position yourself as an expert
- How to identify and qualifying the right client
- The sales process
- Sales objection
- How to price your product and service
- How to deliver the result

Why Go For High Paying Client?

- They not your average customer
- They are the people who willing to pay double
- To make the most profit with the least amount of time
- Able to earn more with more freedom of time for your own

How To Position Yourself As An Expert

- Define your expertise
- Create an expert intro for yourself
- Share your credibility story

Testimonials

Marketing approach

How to Identify And Qualifying Client

Targeting the right segment of the market

Determining the qualifying criteria

How to Price Your Product & Service

Cost-plus pricing

Value based pricing

Know your competition

Know your cost

Know your customer

Know where your market is headed

Monitoring your pricing

How To Deliver The Result

Develop a business blueprint

Understanding your client situation

Develop a weekly steps action plan

Monitor and review the progression