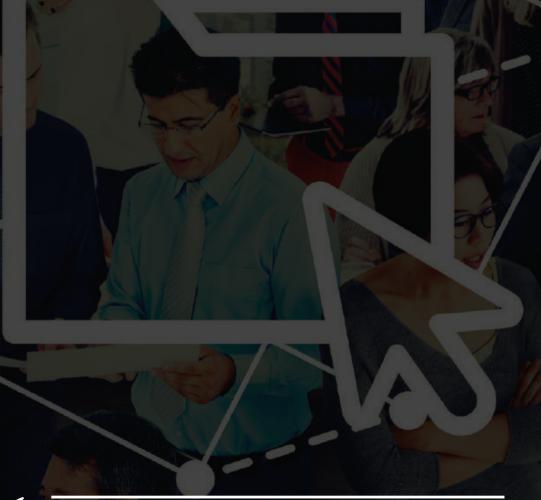
Capture Your Wealth

## 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		
D	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	