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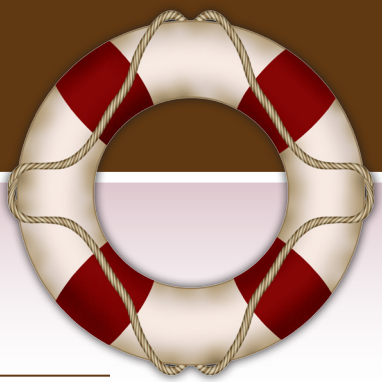
More Clients, Less Marketing



Your Networking Lifesaver

Never worry again about what to say in a networking conversation!

Scenario One: Introducing Yourself First

STEP ONE: INTRODUCE YOURSELF

Introduce yourself in a juicy way.
(If you have the Consistent Clients Formula program, use the "Networking Proof Formula" from Module 1 here).

STEP TWO: READ THEIR REACTION

- Do they seem to want to know more?
- Do they have a glazed look in their eyes?
- Are they acting polite?

Common responses from the other person:

- *"How do you do that?"*
- *Or, they try to clarify their understanding of what you said.*
- *"That's interesting." (-Silence), or pretend to be enthusiastic.*

STEP THREE: LISTEN & ASK DEEPER QUESTIONS

1. Find out what's important to them. (Or what their challenge is.)
2. Find out what their vision is related to their health, business, job, or other.

(*Go to the "Top 3 Networking Questions To Ask" on the next page.)

Once you develop rapport, if they are a potential client, ask:

"What frustrates you the most about _____[their problem]?", or

"What do you wish were different about _____ [their problem]?" *(transformation)."*

STEP FOUR: SUMMARIZE

Summarize it!

"It sounds like you're having _____(health issues) with XXXX & would love it if it could go away. You've _____ (tried so many things already /you know you prefer to take care of it through more natural ways than what doctors are telling you to do)."

STEP FIVE: INVITE THEM TO TAKE THE NEXT STEP

TO YOUR POTENTIAL CLIENT:

"If you'd like to see what can be done to get rid of those _____ (health issues) in a way that's _____ (natural/without taking medications), let's connect afterwards & I can see if you're someone I can help with that."

TO YOUR POTENTIAL REFERRAL PARTNER:

"It sounds like [INSERT what you have in common, ie: viewpoints or values OR a connection that you want to get them connected with]. Let's chat afterwards. I'd like to get to know you more. Maybe there is possibility to explore mutual referrals or collaboration. Let's set up a time for next week."

What to say if they want to know more:

Talk about the results people get from working with you.
Example: "What I've noticed about many of the clients I work with is that they have an issue with not being able to sleep at night. So one of the things I do with them is take them through a step-by-step XXX process (Name this process) & by the time I'm done with them, they have XXXX (transformation)."

"I Want To Know More" Networking Tip:

Mention the benefit BEFORE mentioning you want to connect with them. Always give people the "why" (the reason) first.

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Scenario Two: Someone Introduces Themselves To You

TOP 3 NETWORKING QUESTIONS TO ASK:

1. What excites you most about your business right now?
   What's your vision for your business/_____ by this time next year?
2. What's one thing you are looking for in your business/_____ right now?
   Who's an ideal client for you?
3. Is there a type of connection you'd like to meet here – maybe
   someone I could introduce you to?

TOP 2 CONVERSATION-DRIVING QUESTIONS TO ASK WHEN MEETING ANYONE:

1. What do you think about ….?
2. Is there something you're looking for right now or any type of connection
   you're looking for—maybe someone I could introduce you to?

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BONUS TIP #1 – What to do when you can't get a word in:

*Say something that is about how you can relate to them because of _____ reason.
Start talking more about yourself and what you do.

BONUS TIP #2 – What to do when the person you're talking to has a problem you can solve:

Talk about what you've noticed about what your clients have experienced (when you've solved a similar problem).
If you don't have any clients, just say what you've noticed about what your typical kind of client has experienced
from experiencing your modality.

Chen Yen, *"More Than Enough Clients"* Mentor

Chen Yen is an expert at helping holistic practitioners attract a steady flow of clients (without having to do as much marketing). She came from "the other side" as a pharmacist and kept a secret to herself about what she really thought of drugs. Chen started and grew a pharmacist recruiting business from 0 to 7 figures the introverted way.

Chen is no longer hiding behind her secret and is excited to now be living her passion, helping introverted holistic practitioners be seen quickly as go-to experts. It's time that our healthcare system is integrated, and people stop depending on drugs when they don't really work!

Let's help you become sought after so you can help the people who need you.
It's time to Wake Up the Planet!
Go visit* www.fillmyholisticpractice.com *now!

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