

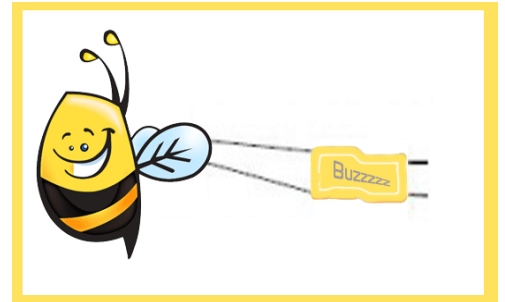
fill my
holistic
practice

"Your Easy Path to More Clients."

Introverted Acupuncturists: "Referrals Come to Me" Script #1

Specific symptom/health issue you want to solve:
(ie, food allergies)

Where people can think of referrals from:
(ie, who you work with, go to church with, etc)



What is an action step your referrer can take to introduce both of you?
(ie, sending you both an email, giving the referred a flyer with gift certificate.)

Plug it in to one of the scripts from the "Referrals Come to Me" System to get you started:

"This month we're trying to help as many people as possible with _____ [specific symptom/health issue]. Can you think of 1-2 people who may find that helpful?

Maybe someone you know from _____ [place]?

Please introduce them to us by _____ [how the referrer should introduce you].

This is a script from the Consistent Clients Formula

Question #1 of the "7 Questions That Will Help You Get Clear on What is Unique About You"

The first question to ask yourself is:

"If I were to be on national TV, what is my soapbox that I would want everyone to know about?"

Answer:



This is a question that will help you have people seeking you out. Once you are clear on your "soapbox," the next step is to communicate your uniqueness with passion in a way so that people "get it" and want to refer people to you.

Uncovering your attractive advantage is just one step of the Consistent Clients Formula. Keep reading on the next page to get all five steps of the formula and to set an intention for yourself to get started on your next action steps.

fill my
holistic
practice

"Your Easy Path to More Clients."

The Consistent Clients Formula



The key steps of the Consistent (Cash-Paying) Clients Formula are:

1. Uncover and clearly communicate what your attractive advantage is (so people want to see you and not someone else!)
2. Design 5-Star Signature Packages/Services that people will want (1-on-1 or group, giving you the freedom of choosing when & where to work anywhere in the world)
3. Get known as a go-to expert (Use your top 2 marketing strategies to attract a steady flow of patients)
4. Have conversations that allow you to charge and get paid what you're worth (And work with committed patients who listen to your advice)
5. Inspire patients to return & set things up so other people do the marketing for you (Receive a steady stream of referrals)

These are areas of mastery to evaluate yourself on. When you master these areas, you will have a consistent cash-based practice.

Your chosen area of mastery to focus on:

Your immediate action step to attract more than enough cash-paying patients:

By what date:

After completing this worksheet, email it to mentor@fillmyholisticpractice.com.

To receive priority consideration for a FREE "Double My Practice the Introverted Way" Strategy Session, go to <http://www.wakeuptheplanet.org/denise-free-gift/>

*Mention you listened to the talk.