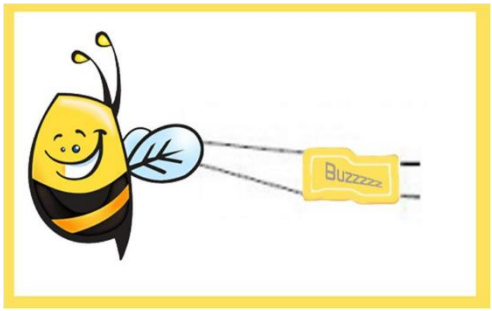
fill my holistic practice

"Your Easy Path to More Clients."

Introverted Practitioners:

"Referrals Come to Me" Script #1

Specific symptom/health issue you want to help resolve:
(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 Consistent Clients Formula 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 Referrals Come to Me Script #1 from the Consistent Clients Formula

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The Consistent Clients Formula

The key steps of the Consistent Clients Formula are:

1. Uncover and clearly communicate what your Uniqueness Factor is
   (so you set yourself apart from your competition)
2. Create 5-Star Signature Packages/Services that people will want
   (1-on-1 or group. Enjoy working with committed, high-paying clients)
   If you design it well, it can give 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 clients)
4. Confidently lead conversations that allow you to charge and get paid what you're worth
   (work with people who value their health & appreciate you)
5. Inspire clients 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 flow of committed high-paying clients.

Your chosen area of mastery to focus on:

Your immediate action step to attract more than enough clients:

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 https://www.surveymonkey.com/s/introvertedwayss
*Mention you listened to the talk.

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