

# Attract Your Ideal Client Bootcamp



Virtual Mastermind Retreat  
With Tera Maxwell, Ph.D.



# Welcome to the Bootcamp Mastermind Retreat!

- 11:00 am      Welcome  
                    **The Art of the Graceful Client  
                    Conversation**
- 12:30 pm      Break
- 12:35 pm      **Programs and Pricing**
- 1:00 pm        **Hot Seat on Programs and Pricing**
- 1:30 pm        **Role Play on Client Conversation**

Connection

and

Vision



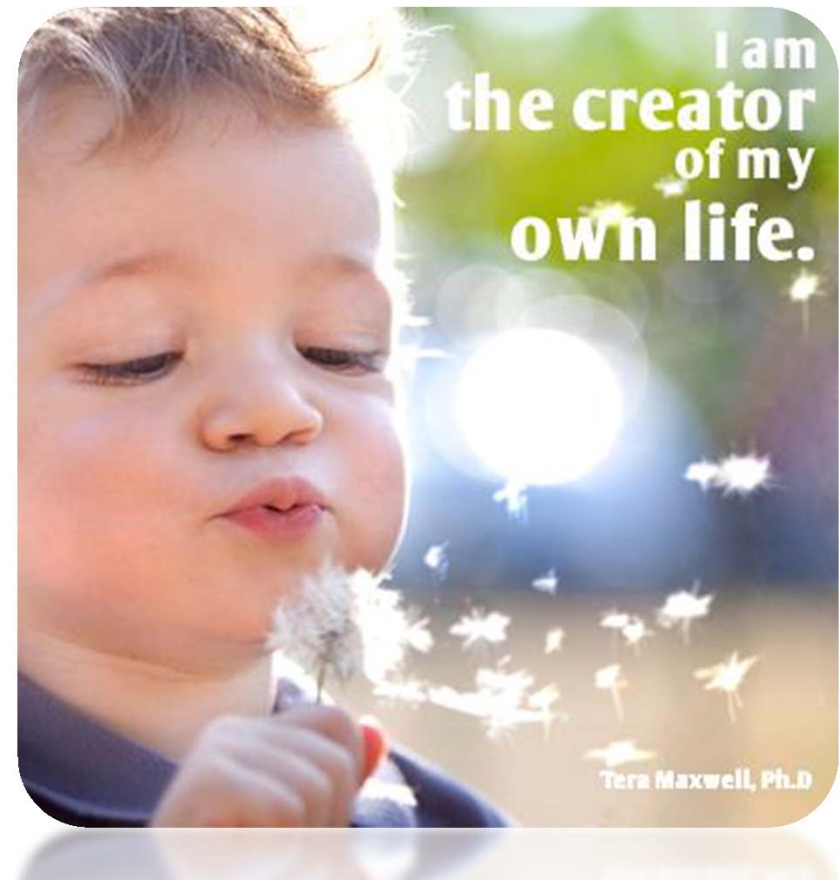
# The Art of the Graceful Client Conversation

"Connection is the currency"



# The 5 Cs of the Graceful Client Conversation

## 1. The Creator



# The 5 Cs of the Graceful Client Conversation

1. The Creator
2. The Catch



# The 5 Cs of the Graceful Client Conversation

1. The Creator
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3. The Clarity

# The 5 Cs of the Graceful Client Conversation

1. The Creator
2. The Catch
3. The Clarity
4. Connection to Vision

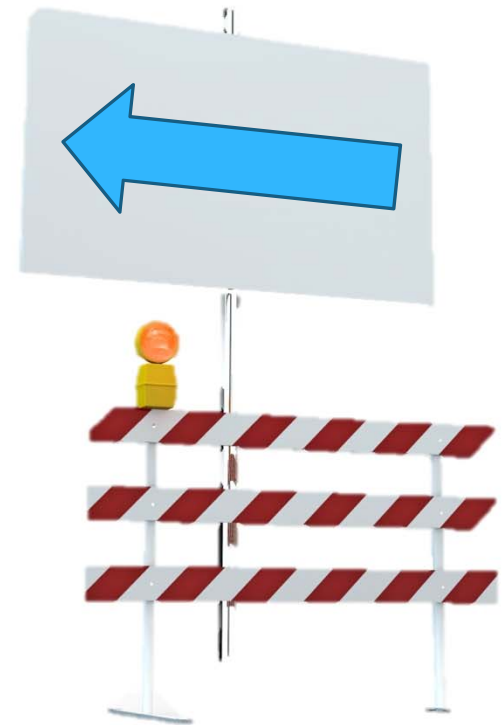


# The 5 Cs of the Graceful Client Conversation

1. The Creator
2. The Catch
3. The Clarity
4. Connection to Vision
5. Commitment to a Decision

# Handling the Blocks

- Money, I can't afford it.
- I need to talk to my husband first.
- It's not the right time.
- Let me think about that.
- What about the results?
- Do you have a guarantee?



# Commonly Asked Questions

- When can I use this model?
- How many client conversations should I have per week?
- How do I get into these conversations?
- What if you feel sleazy about making an offer?
- More Questions?

# Creating a Prosperity Platform to Launch your Business

1. Build a List
2. One-to-One Coaching or private time
3. Group Coaching or leveraged time
4. Passive Income (selling products)
5. Affiliate Marketing (partnering with others)

# The Key to Prosperity: Programs and Pricing



# Design your Private Program




# Hot Seat





# Questions and Answers





“What we get when we turn pro is, we find our power. We find our will and our voice and we find our self-respect. We become who we always were but had, until then, been afraid to embrace and to live out.”

- Steven Pressfield