



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

☐ 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