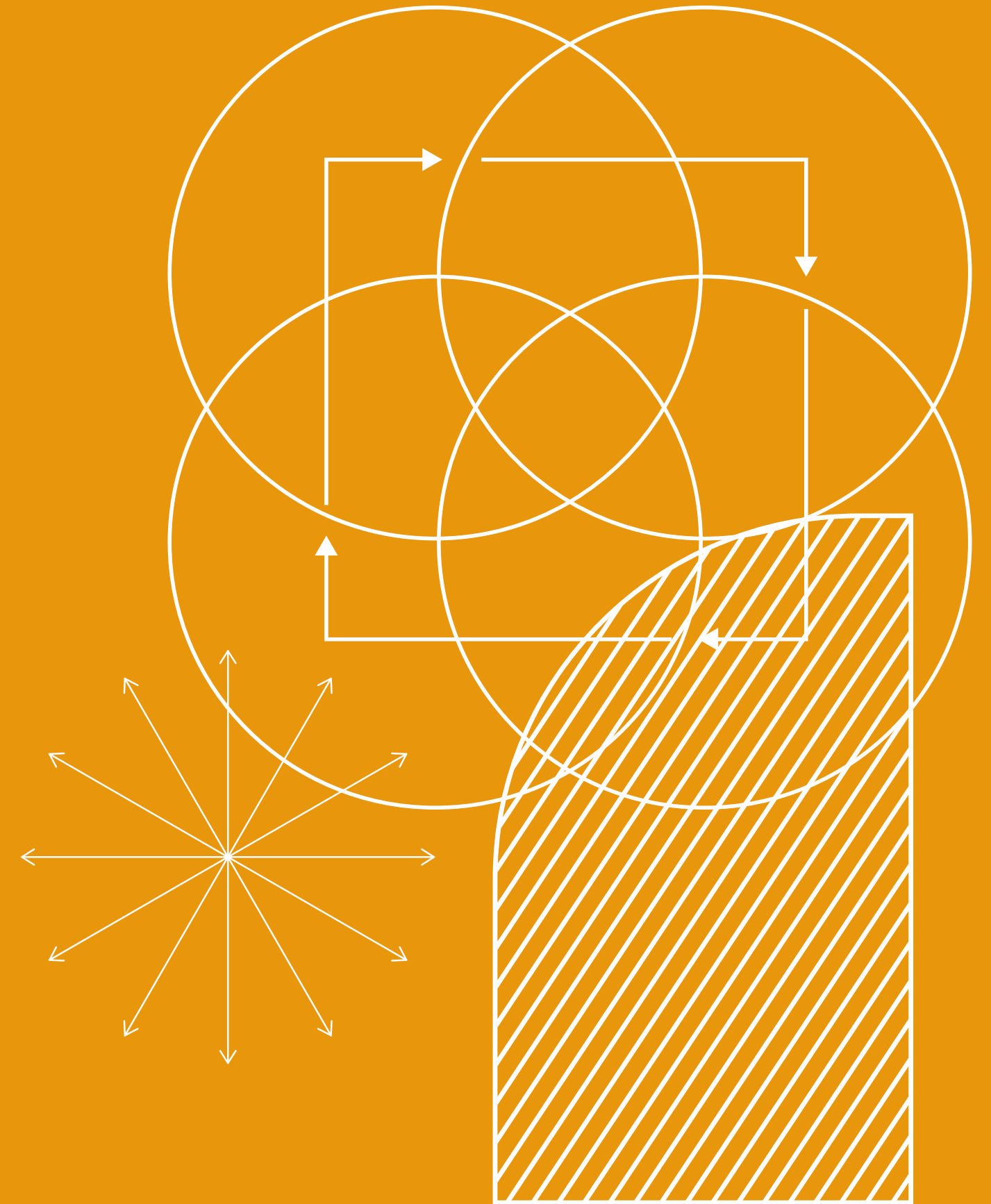


Success By Design

OPTIMIZE YOUR BOOKING PROCESS

Client Creation Journey



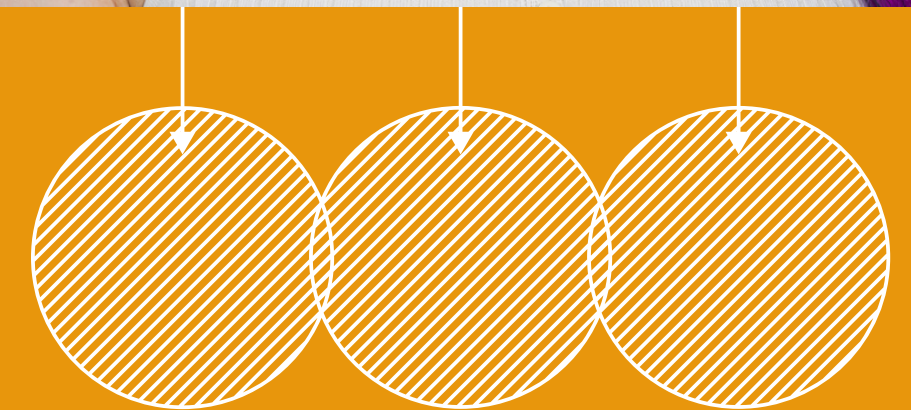
CHECK IN

Lesson & Wins!

What have you accomplished?

What are you looking forward to?

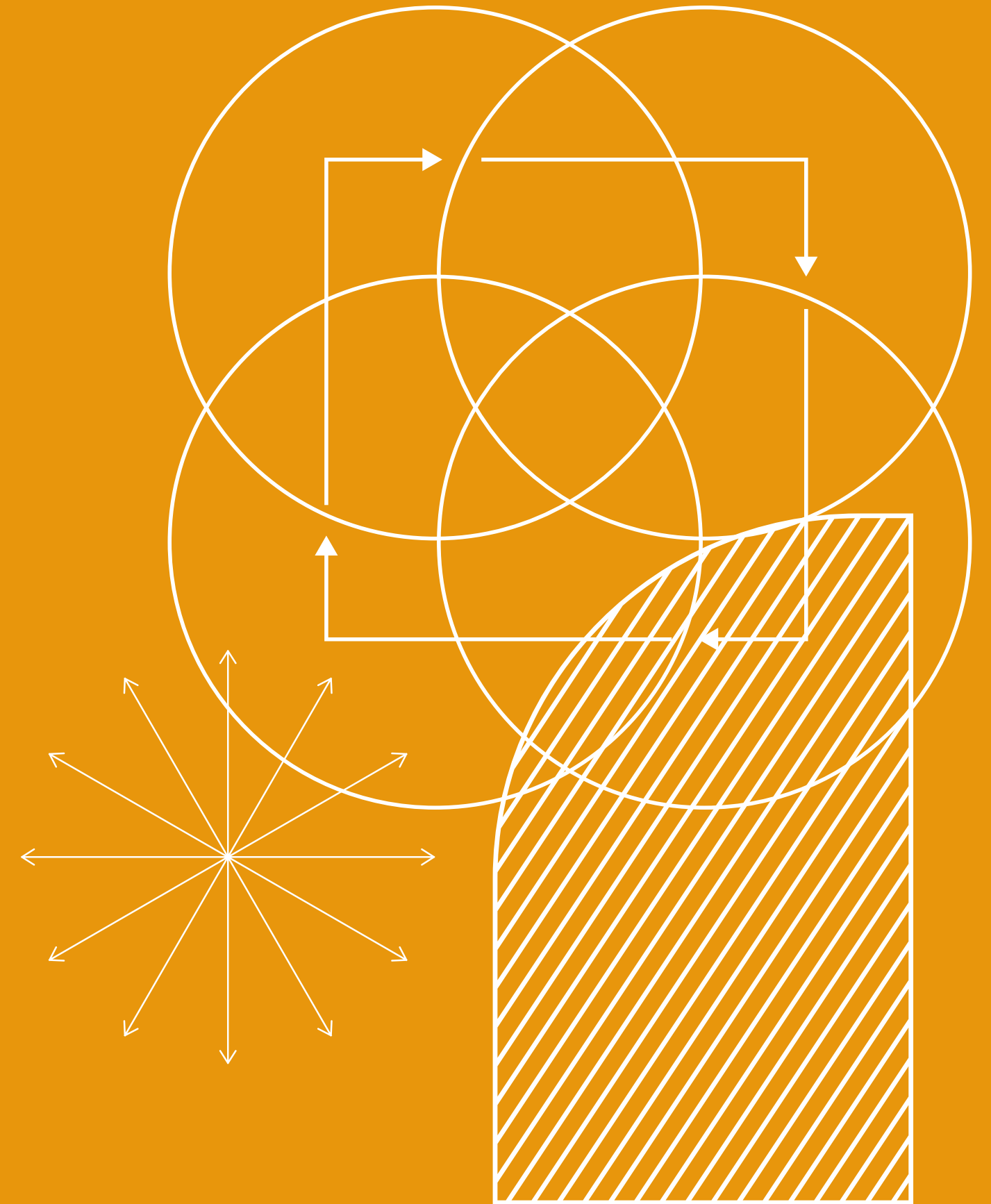
What have you learned?



Success By Design

OPTIMIZE YOUR BOOKING PROCESS

Client Creation Journey



Booking The Call

What is happening from the moment they "think" they are saying yes to choosing a date, time, and getting a confirmation?



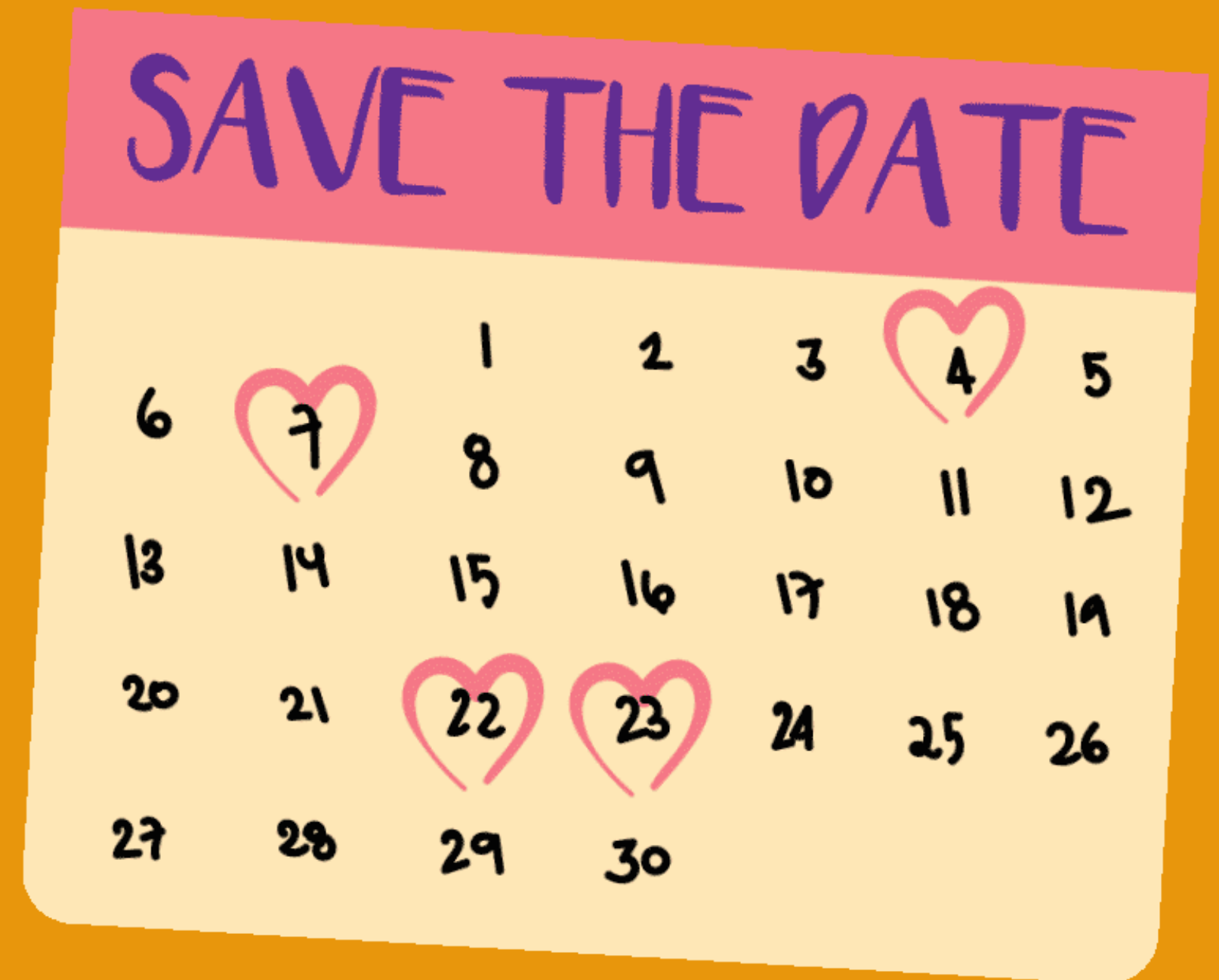
Use a Appointment Booking Platform

Set the Time Aside

Use a Form of Batching

Give buffer space between calls

Have a Cancellation Policy



ASK QUESTIONS BEFORE THE CALL

What would help you make this a powerful conversation?





WHY ASK QUESTIONS??

INSIGHT

CLARITY

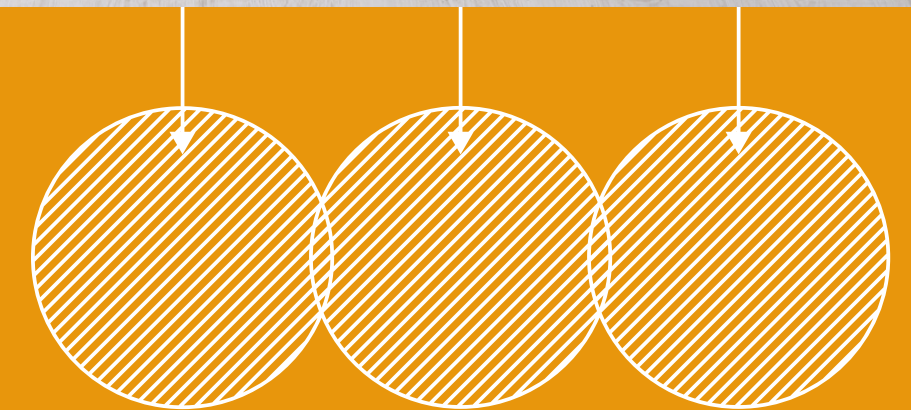
PREPARATION

EFFECTIVE USE OF TIME

NOW THEY'RE
BOOKED!!

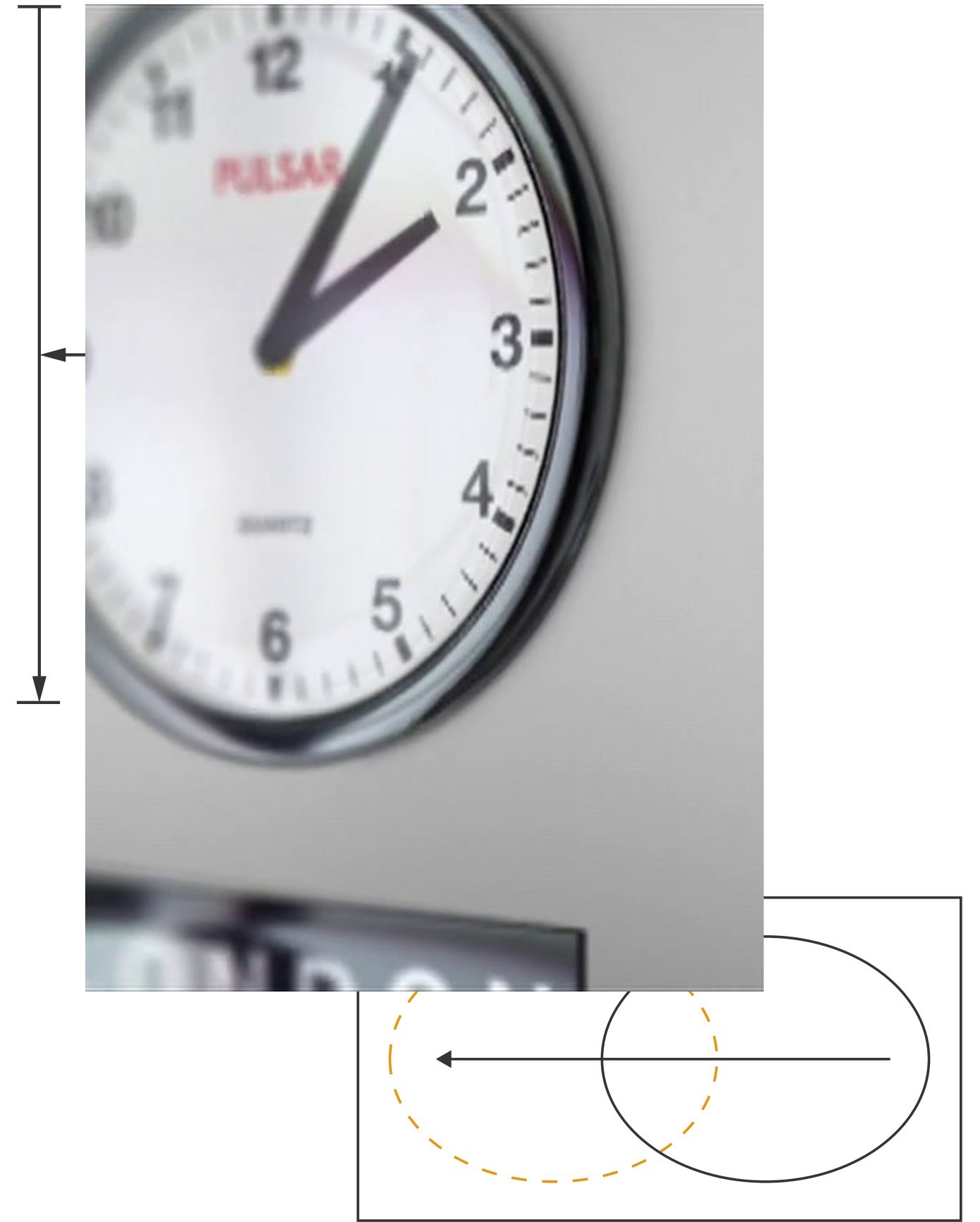
Now we...wait?

NO



OPTIMIZE THE WAITING PERIOD

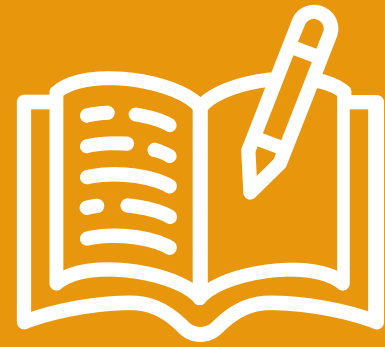
From Booking to the actual
Meeting



STAY IN TOUCH & Keep Them Engaged



A VIDEO



HOMEWORK



EMAIL

REMINDERS!!



*DON'T
miss it!*

OPTIMIZE YOURSELF

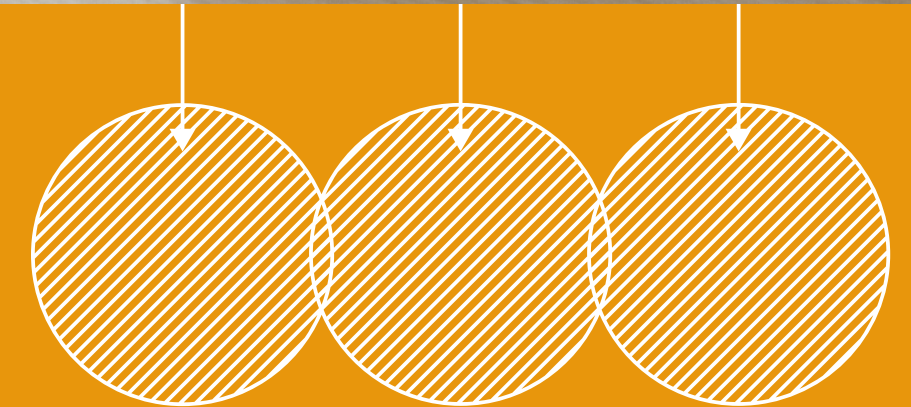
Want to have an effective and powerful conversation?

BE AT YOUR BEST!



HAVE AN AMAZING CALL!!

Training: November 18th



OPTIMIZE POST CALL

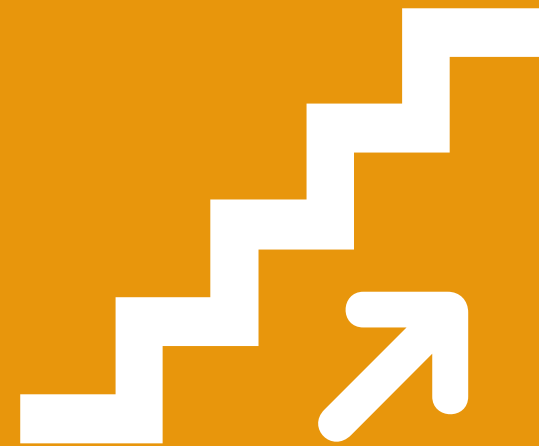
From the moment the call ends



Post Call Optimization



THANK YOU's



GIVE NEXT STEPS



EVALUATE YOURSELF

INSIGHTS & ACTIONS



What can you do to NOW optimize your process?

What WILL you commit to doing NOW?

