

Monthly Group Q&A Call



Monthly Group Q&A Call

8 October 2019



What's Coming Up

- IDEAL Moments
- Project Checkin
- Your Questions
- More of Your Questions
- What's Next?



Ideal Moments



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Ideal Moments



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How's it going?



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Your questions...



Monthly Group CBA Call

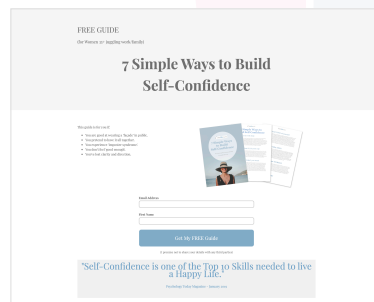
Question - Julie Donnell



Julie Donnell Hey **Suzi Dafnis**, so great to hear you have lots of new members coming in this week! As promised a few weeks ago please find my landing page and thank you page including a video. Would appreciate any feedback on these.



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IDEAL Marketing Accelerator

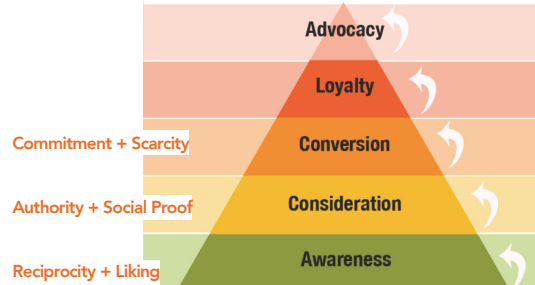
Principles of Influence

- Reciprocity
- Liking
- Social Proof
- Authority
- Commitment and Consistency
- Scarcity



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The Buyer's Journey




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Influence and Your Sales Page/Video/ Webinar

- Position the audience (this is for you if)
- Position yourself (your authority)
- State the UNIVERSAL problem
- Offer a UNIVERSAL solution
- Offer YOUR solution
- Make the OFFER




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Thank you!

Your FREE guide is on its way to your inbox now.

In the meantime, I'd love to say hello and let you know about my special offer...

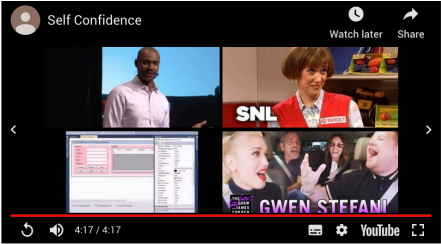



Yes please book me in for my FREE 15-min chat

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Turn this off



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Question - Julie Donnell




Julie Donnell Also I was wondering if I can 'borrow' the statistic you used on one of your live video's this week about 86% of women in a Her Business survey relate to Imposter Syndrome...or something to that effect? And I went to complete the Personal Brand and I really don't have anything to complete at this very point in time 😊 I used to write social media posts and had newsletters in the past but now my focus is to continue a proper email list and communicate to them.

Like · Reply · 19h



Julie Donnell I also googled myself.

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Imposter Syndrome?

Have you ever suffered from
Imposter Syndrome?

86%Yes

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Your Questions - Shandra Moran

Shandra Moran I'd love some input on planning out and writing a launch email series from doors open to cart close - any guidance on how to map out the emails, frequency etc. Doors open on 28th October and close on Sunday 3rd Nov. I've made a start but am sure you will have some great tips. Thank you! x

[Like](#) · [Reply](#) · 3d

IDEAL BUSINESS accelerator

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Jeff Walker's Product Launch Formula

Pre-Pre Launch	Pre Launch Content (PLC)			Launch			
Build Buzz "Something Cool is Coming" <ul style="list-style-type: none">• Videos• Social• Behind The Scenes• And more	Transformation	Opportunity	Ownership	Open Cart	Sales	Close Cart	Optional Re-Open

3 Ways to Get New Clients
Turn Your Connections Into Clients
The Connection Blueprint

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Launch email sequence

- ≤ 0 - Something is coming / I'm preparing something for you
- Day 1 - The offer (+ opening day bonus)
- Day 2 - More about the offer (from the transformation) + examples
- Day 3 - Case studies and testimonials
- Day 4 - Share your story and your why
- Day 5 - FAQs (overcoming objections)
- Day 6 - Closing tomorrow
- Day 7 - Closing today (multiple sends)



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Advanced Strategies

- Group
- Facebook Lives
- Webinar
- LiveCast



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Your Questions - Sonia Ferlauto



Sonia FerlautoHey I know im late in with my question + its not related to my project. However if I could get some help here it would help the efficiency in my sales area. Im getting swamped with sales enquires which is great. Basically i receive an enquiry via email/phone call. I respond via an email confirming my fees, if they accept then I send a 2 page agreement which they need to sign off on + a tax invoice is raised. Once I receive these back the debt collection begins. However I need to send another email asking for more info eg their bank details etc., My question is .. is there a better way to do this? There must be better way to do this if so where/how and what platform. Every enquiry has a different cost factor. Really need some guidance here so I can move forward as i feel its taking Forever just to get past this first point. I not finding the time to work of my project as my day to day is filled with the other things I need to do like this. . Sorry hopefully it makes sense phewwww.

Like · 11m · Edited



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Your questions...



What's Next?



Monthly
Online Workshops

22 October 2019

Personal Brand Accelerator



Just One Hour (to 5 Hours ;-))



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Share in the Group



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Thank You. See you soon.

YOU ARE AWESOME!



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