

STELLAR *Life*

Hosted By *Orion*

Feel Great Selling!

10 Point Checklist

Jennifer Diepstraten

Want to gain as much knowledge as possible out of this episode?
Here is your **10 point checklist** that gives you actionable steps you
can take **TODAY** to start living a Stellar Life!

STELLAR *Life*

Hosted by *Orion*



"The confidence comes AFTER the action"

JENNIFER DIEPSTRATEN

10 STEPS YOU CAN TAKE TODAY

**Take charge of your health, wellness, and success.
Here are 10 steps that can move you closer to your goals – today.**

- Be clear on what you want and set this as a goal. It's up to you on what your process is. The important thing is that you get there.
- Learn how to communicate why a product or service you developed is essential and beneficial to your customer to create a stronger impact.
- Find the quantum benefits in your expertise by listing 5 or more factors that can be beneficial to your prospects. Instead of selling them as a whole, offer them in categories.
- Start out at a higher price point when offering your services. Let people know firsthand what kind of value they are going to get. Once they realize that it's worth it, the price will not matter.
- Help people connect with the value of your service by preparing a set of questions that will help you go deeper into what they are going through, giving you answers on how you can help them overcome their obstacles.
- Focus on positive breakthroughs and avoid becoming discouraged if someone says something negative about your service or product. Instead, take it as constructive criticism to find ways to be better.
- List your wins and accomplishments to help boost your confidence at the same time giving you more value in the eyes of your clients.
- Understand the set of problems that a client usually has in order for you to help them better.
- Focus on selling to the right audience that are in need of your product or service because they are the ones who are most likely to respond to what you have to offer.
- Allow yourself to have what you want or dream to achieve and don't forget to recognize the things in your life that you need to be grateful for. This type of positivity allows you to be more approachable to people who need your help.