

# STELLAR *Life*

Hosted By *Orion*

## Grow Your Sales & Revenue the Enlightened Way

10 Point Checklist

**Connie Whitman**

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!

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"Always sell from your heart and  
never from your pocket or budget."

**CONNIE WHITMAN**

# 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.

- Offer your clients something that you can swear by. The goal is to present something that you believe will benefit your customer or client. Sales should be about solutions first and earning profits later.
- Don't lose motivation after the first "No" from a customer. Rejection is part of the sales process, but it doesn't mean that you can't sell. Keep improving your communication and sales skills.
- Empathize with your clients and listen to their concerns intently. You can be of better service when you fully understand where they are coming from and what they are looking for.
- Learn how to communicate effectively. When it comes to convincing your clients, it's not just what you say, it's how you say it.
- Be aware of your body language during meetings, even if you're on Skype. Make the client feel as comfortable as possible by exuding positivity.
- Express your gratitude to your clients. Make them feel appreciated for giving their trust to you.
- Prepare an agenda and questionnaire before each meeting. Create a framework that will help you get all the info you need to use for a successful sales presentation.
- Reach out to people. Be confident in making the first move. You should be able to put what you sell out there rather than waiting for people to knock on your door.
- Meditate and don't overthink anything. Maintain a lightness within you and let that reflect towards your words and actions so that you can attract more people and get more attention.
- Tune in to Connie Whitman's podcast, [Enlightenment of Change](#) and Orion's podcast interview on her show to learn more about self-love and self-care.