



IT'S TIME TO SHATTER THE ILLUSIONS & STEP INTO YOUR POWER

As you've been following this training you've probably noticed how much I stress **mindset**. When it comes to sales the way you think and feel about money, your services & your ability to succeed is imperative to your success. So let's illuminate some of the most common limiting beliefs. I'm going to show proof that these beliefs don't need to hold you back from **meeting your potential** and **being amazing at sales**.

LIMITING BELIEF #1:

Learning Sales is Only for Coaches

So not true! If you're in any service based industry then knowing how to sell your services to the right people who value your work and are willing pay more for it can grow your business exponentially. This means more money so you can reach more people and have the value of what you offer reflected in your conversion rate.

CASE STUDY: AMY

From clients trying to negotiate her rates to 4x her income

Amy is an amazing graphic designer that I originally hired to do my website. When we were on the phone I found myself trying to negotiate her rates (a problem she had with many potential clients). When I noticed myself doing this I realized it wasn't because her rates were too high, but because she was lacking confidence and didn't have a very effective sales process.

I ended up hiring her but also suggested that she join my mastermind so that she could learn my sales program. After learning my sales flow, Amy went from making a monthly income of \$5000 to \$20,000 in only a few months. Now she has a solid sales strategy, she exudes confidence and she no longer has any problem selling her high-end design packages.





LIMITING BELIEF #2:

If I'm Already Good at Sales or Have Already Been Trained in Sales, I Don't Need to Learn More

Definitely not true! There is always more to be learned when it comes to sales. Some times just the smallest tweaks to your sales process can produce HUGE results. Even if you've already been rocking your sales process, there may be some subtle changes that you haven't even considered that could help you breakthrough to the next level.

CASE STUDY: NATALIE

Already Trained in Sales But Was Able to Up-Level Her Sales and Do \$45,000 in One Month



When I met Natalie she was already an amazing coach with a good sales technique but she wanted to get to the next level and she really wanted to start having more fun in her sales.

I noticed in our coaching exercises that I wasn't seeing Natalie's full personality in her sales conversations. So I invited her to be more self-expressed when she was speaking with potential clients. In just one month of implementing this into her sales flow, she reported back that she was laughing and having fun and that she had done \$45,000 in sales.





LIMITING BELIEF #3:

My Demographic Doesn't Have Money

I find this a lot with healers and coaches that have a deeply engrained belief that there is a "standard rate" to their services. This is just not true. When it comes to setting your rates there is no such thing as a standard amount that you "should" charge.

There are an abundance of potential clients willing to pay for your high-end packages, often all you need to do to attract them is create a high-value offer and learn how to communicate that offer through an effective sales flow.

Remember: "Get out of their wallets." Meaning you really don't know how much money someone has or how much they'd be willing to spend on a service that holds value for them.

CASE STUDY: MIGUEL

From Scarcity to Selling High-End Coaching Packages



Miguel is a Tantric Yoga Practitioner who was having pretty good success hosting workshops but had a hard time selling his 1:1 coaching regularly outside of his retreats. He had a belief that his demographic, who is more on the "hippy" side, could not afford high-end coaching so he had never considered creating a high-end package.

After creating his high-end offer and learning how to sell it using my self-expression based sales flow, he was able to earn in one month coaching what had taken him six months to earn the previous year.





HOW TO

Shatter

YOUR **LIMITING** BELIEFS

so that you can **ROCK** at sales conversations

WITH **EMILY** UTTER

LIMITING BELIEF #4:

I Can't Make A Lot of Money Fast

If you're the type of person that works really hard but you feel like you're not getting the conversion results to match, then learning sales is a **MUST** for you. You can turn all those leads you've been generating into big bucks quickly by creating the right package and having an amazing sales strategy to match it. With the right sales flow, you will be amazed how fast you can achieve your sales goals.

CASE STUDY: DEBORAH



Made \$100,000 in Just One Month

Deborah is an amazing coach that had very ambitious goal for her business. After learning my high-end sales system, she implemented it with her current list and was able to fill her new high-end year long coaching package; earning her \$100,000 in just one month.

CASE STUDY: DEREK

Made \$41,000 in Sales in a Single Week

Derek is another great example of how you can make money quickly. He decided to obsessively listened to my trainings during his 50-mile bike rides and became a total sales ninja—he quadrupled his income and recently, did \$41,000 in sales in a single week!





TAKE AWAY

I hope this was inspiring for you and that you are starting to see the **unlimited potential** of having an amazing sales flow!

Take some time to **identify which of these limiting beliefs you may be holding** and start to image what it would feel like to break through to become one of these incredible success stories!

Keep an eye on your inbox and stay tuned for my masterclass training coming your way where you'll learn how to put all the pieces I've showed you so far together and we'll go even deeper :)

