

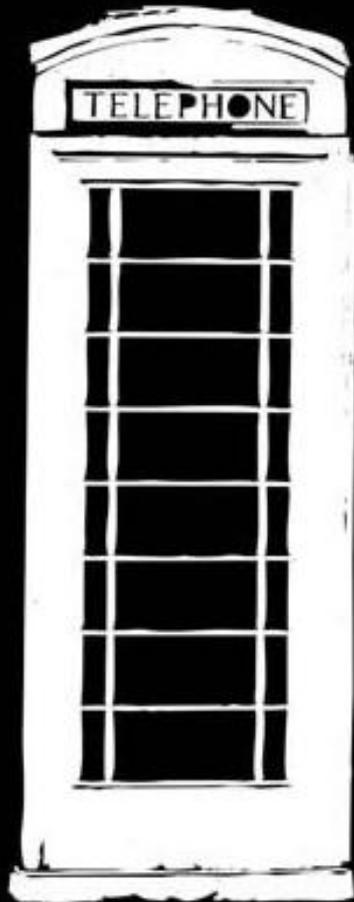


ANTHONY STEARS

LEADERS WIN MORE BUSINESS

**BREAKTHROUGH COACHING PROGRAM
(30 DAYS)**

MAKING MORE MONEY FROM SPEAKING



- UNDERSTANDING YOUR BUSINESS MODEL
- PERFECT YOUR PITCH
- ENHANCE YOUR PHONE STYLE
- BUILD A WISH LIST OF CLIENTS
- GROWTH STRATEGY AND ACTION PLAN
- FRESH ATTITUDE AND NEW IDEAS
- ONGOING SUPPORT & ACCOUNTABILITY
- UNLIMITED EMAIL SUPPORT FOR 30 DAYS

COACHING OVERVIEW

COACHING & MENTORING PROGRAM

BREAKTHROUGH SESSION 1

(usually 90 minutes)

After completing the Diagnostics Questionnaire we will discuss your business and your goals, to gain a full understanding of your sales cycle and the hurdles you need to overcome. From here we may look through a variety of different Business Models to see which one best fits your style, and makes the most money.

Depending on where you're at with your business, we will set out some goals to build/grow your business, and I'll share everything you'll need from my Telemarketing Masterclass to make sure we increase your confidence and strike rate on the phone. We'll look to enhance Your own style and give you control of your conversations.

We will create an action plan to gather all the ammunition you need to perfect your pitch, and begin building a "wish-list" of prospects to target. Together we will design a "points system" that will help you to push prospects through the sales cycle, and giving us something useful we can measure & improve on.

We will then book in our next session and agree on an "action-plan" for you to undertake over the days/weeks that follow.



(USUALLY 1-5 DAYS LATER)

ACCOUNTABILITY & COACHING CALL

Our first accountability call gives us a chance to discuss what you have put in to practice, and reviewing 'what has been working', plus it gives us an opportunity to look at any new challenges/objections you may have faced. We will then consider ways to get around these or prevent them from coming up in the future.

I'll offer advice for handling specific situations or clients as we continue to develop your telephone skills, giving you the ability to make each call count. My advice may vary, and we may need outside help too! If needed I may connect you with valued colleagues that I feel can help us to move forwards and achieve our goals (e.g. LinkedIn experts, Social media guru's, printers, publishers – don't worry...many of them owe me favors! 😊).

These session can be recorded (by you) for your reference, and at the end of the call we will agree a date for our next session and set some challenges for you to undertake over the days/week that follows.



YOUR BUSINESS CONSCIENCE

ONGOING SUPPORT & ACCOUNTABILITY

(From week to week)

You will receive at least 2 calls every week for the next 3 weeks to check in and see how you're getting on. We will typically start by discussing your recent activity looking at any new issues and hopefully giving you a chance to share some success stories too. Opening up the business development process further we will look to establish clever ways to find more opportunities and close more business. As things evolve we can develop a strategy to target new markets and find ways to stand out from the competition.

At the end of every call you be clear of what's going to happen next, and what you've agreed to be held accountable for. And by the end of this break-through month you'll be confident to handle any calls your business needs to undertake.

When the program comes to an end we may decide to continue working together to add an extra layer of accountability in your business, and make sure you're earning the money you deserve. (...plus someone to bounce new ideas off or ask for help)



SUMMARY & INVESTMENT

SUMMARY

This 30 day Breakthrough Program is designed to give you the confidence and skills to fill your diary with paying work. From understanding which speaker business model works for you, to handling any type of calls your business needs to tackle, you will walk away with everything you need to never worry again about filling your diary.

From here we can review whether any additional support is required, and if applicable we can look at either fortnightly or monthly Strategy Calls to keep you on track, continuing your development and give you some extra accountability.

INVESTMENT – This 30 day Breakthrough Program is charged at £2,150.00 and includes a selection of training materials, and a “log-book” for you to track our progress.

FOLLOW ON COACHING

If you wish to continue working together going forwards you can look at buying extra additional time to be used as a pay-as-you-go type service, using it when needed. This is charged from £300 per hour & can be broken down into 15 minutes calls to access progress and consult when needed.



**IF YOU HAVE ANY
QUESTIONS AT ALL
OR YOU WOULD LIKE TO
TO BEGIN THIS PROGRAM
PLEASE CALL**

ANTHONY ON 07887 798033

**NEED A BIT MORE HELP
OR SOMETHING MORE?**

MAYBE YOU SHOULD LOOK AT

THE VIP PROGRAM



AS A **VIP** YOU WILL BE
PROVIDED WITH
RECORDINGS OF ALL OUR
SCHEDULED SESSIONS
AND WILL SEE SOME LIVE
CALL DEMONSTRATIONS AS
PART OF THE PROCESS

CALL ANTHONY ON 07887 798033

