

# THE “GET CLIENTS” FREE CONSULTATION FORMULA



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# The “Get Clients” Free Consultation Formula

## HELLO AND WELCOME!

This is our Proven, “Get Clients” Free Consultation Formula that our clients have used to make millions and millions of dollars over the last 10+ years.

When you gain Mastery in using this formula, you’ll find it will be easy for new clients to say YES!

I created a FREE video training on how to use this Formula at this page:

**[masterclientattraction.com/client-formula](http://masterclientattraction.com/client-formula)**

Enjoy this template...and please let me know what you think in the comments below the video.



# The “Get Clients” Free Consultation Formula

## STAGE 1: OPEN THE CONVERSATION

Hi \_\_\_\_\_ (*first name*). I’m looking forward to supporting you over the next 30 minutes. Is this still a good time?

Great! The reason I’m so excited to support you is because I appreciate \_\_\_\_\_ about you. And I see \_\_\_\_\_ is possible for you. What are you hoping to get from our session today?

Sounds good. I promise you’ll walk away with some strategies to support you with \_\_\_\_\_ (*what they said they wanted to get from the session*). And in order to support you, I would like to start by sharing a little about myself, so you understand why I’m so passionate about this work. Then I want to understand more about you and \_\_\_\_\_ (*challenge*), so I have a few questions for you. Once I know more about what you’re looking for, I’ll make some recommendations to help you get \_\_\_\_\_ (*what they said they wanted to get from the session*). And finally, if it seems like it might be a good match, we’ll talk about the possibility of working together more deeply...how does this sound?

Great. I’ll start by sharing some of my story. (*Share 1-2 minute version of your Hero’s Journey Story.*)

## STAGE 2: FIND OUT WHAT THEY’RE LOOKING FOR

Now that you know about me, I want to know more about you and what you’re looking for.

What are your biggest challenges when it comes to \_\_\_\_\_ (the problem you solve)?

What have you tried to do to resolve \_\_\_\_\_ (the challenge)? Did it work?

What is not resolving \_\_\_\_\_ (the challenge) costing you?



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How much longer are you willing to deal with \_\_\_\_\_ (*the challenge*)?

What do you want instead?

What would your life be like if you were able to get \_\_\_\_\_ (*the solution you offer*)?

On a scale from 1-10, how committed are you to getting \_\_\_\_\_ (*the solution you offer*)?

## **STAGE 3: SHARE A RESOURCE**

Can I make some recommendations as to how to get \_\_\_\_\_ (*what they said they wanted to get from the session*)? Make 3 recommendations.

## **STAGE 4: SEE IF YOU'RE A MATCH**

How does this sound to you?

If we were to work together, what would you see yourself getting?

## **STAGE 5: ASK FOR THE NEXT STEP**

Do you have any questions?

## **STAGE 6: DANCE WITH CONCERNS**

Are there any concerns that would stop you from moving forward?

So are you ready to get started?