

5 Things You Need To Know To Attract **PREMIUM CLIENTS** FREE CHEATSHEET



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BROUGHT
TO YOU BY



The Premium Client CheatSheet



Why are you here?

What's stopping you from attracting high end clients?

What's keeping you from achieving your dreams?

What's holding you back from attracting the clients you want, the income you want, and living the life you desire?

What's slowing you down from becoming the best version of yourself?

It's true that we all encounter challenges, and sometimes get bogged down in the day to day operations of our life without ever realizing it doesn't have to be so difficult.

I believe that what will make you far more successful is keeping things simple, and shifting your perspective on the way you see the world around you.

When it comes to attracting premium clients, think to yourself – how can I keep things simple, and how can I create more leverage?

This is where things get fun because the simpler things are, the more opportunity you have to find the success you want without all the clutter.

And the most important thing about success is not what you achieve, but who you become. Always remember that.

So first and foremost think of the person you would like to work with, learn from, and follow... and then **become that person!**

Everything that happens in your life is just an event. It's up to you to perceive that event as 'good' or as 'bad' – the choice and decision is 100% yours.

It takes 3 things to successfully attract premium clients and achieve your dreams in this business.



We will dive deeper into these 3 success keys in our next conversation, but let's stay on track with the first 5 things you must know in order to attract more clients.

1 You need a **super power** & problem that you solve

You have a super power that may have been lying dormant, or unused for multiple different reasons. This could be a natural born gift, a skill, something you've learned, a result you're able to get consistently, or it could be **WHAT YOU DO** on a day to day basis.



Take that super power and use it to help other people solve their biggest problem with your specific super power. Clients don't want to hear about your problem, **they want to hear about their solution** – and what life will look like at point B once they've solved their biggest problem.

What is your super power that you have to offer the world?

2 An automated funnel to create leverage

The old way of PUSH style marketing just doesn't cut it anymore. Instead it's best to use PULL style marketing where you **attract your ideal clients to you time and time again**. The best way of doing this is with an automated 4 step process which we cover in our FREE training, and more in depth inside with our VIP Clients.



Keep things simple by starting with a landing page, then your MONEY content, a simple application – filtration process, and then the client enrollment conversation.

What kind of funnel are you using right now?

3 The ability/skill to advertise & market via **social media**

It serves you no benefit if you have a great product or service that can change lives, and you're not advertising or marketing it to the people that need it. **So start advertising with Facebook and build your email list & your tribe.**

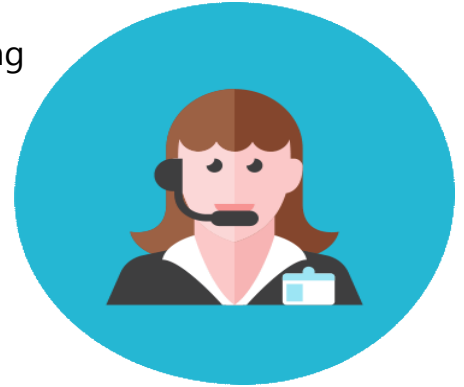


You see it only requires you **get started with just \$5 - \$10 per day** in order to start attracting your ideal premium dream clients to you. And with Facebook you have the ability to have your message seen by over 1,000,000,000 active monthly users.

How good are you at generating traffic from social media?

4 A client enrollment process for closing sales

Most people freak out when it comes to enrolling clients over the phone, or Skype, or having to talk to an actual human. When in reality, this is the **best way to learn more about your client's problems**, learn more about the issues they face, and really determine if you are the ideal person that can help them.



We use a simple phone enrollment process that **allows us to consistently enroll new high ticket clients** into our system on the first shot.

What kind of things are you saying to prospective clients? What questions are you asking them?

5

An automated membership home base & client fulfillment

Leverage is my favorite word, and favorite part of this business. When consulting and enrolling new clients into your system, do you repeat the same thing over and over to new clients each time? Use automated memberships and content delivery to record that information, deliver it digitally one time, and then consult with all of your clients once per week on a group call so now you can get your life back, and actually scale your business up.



This works like a charm, your clients get excellent results, they are more independent, and you will feel more fulfilled having more time to live your life. Best of all, we **can help you set this entire system up and start attracting premium clients.**

What kind of membership and content delivery solutions are you using?

**BONUS TIP #1:**

WORK WITH a proven mentor. Find yourself a coach, or a mentor, or someone who has been there, seen it, and done it. Whether **you decide to work with us**, or someone else – you will need a mentor in this business to get it done. It wasn't until I started working with a mentor that I was able to attract **my first premium offline client at a \$100K deal**. Now I have helped hundreds of people all around the world attract premium high ticket clients online. Let us help you, reach out to us and we'll show you how you can implement this system into your business today.

What kind of mentor would you like to work with? What would you like to achieve with the help of that mentor?

**BONUS TIP# 2:**

Who are the ideal dream clients you want to work with? Are the millennial's? Are they baby boomers? Are they women? Are they men? Are they tech savvy? Are they lawyers? Are they entrepreneurs? Are they executives? The point here is to create clarity on the type of client that you want to attract into your business. With this information on hand you'll stand a better chance at **attracting exactly who it is you wish to work with.**

What kind of clients do you want to work with? What kind of client is your dream client?

**BONUS TIP# 3:**

Adopt the winner's attitude, and winner's mindset that no matter what the situation is – **"WINNERS FIND WAYS TO WIN"**
Luthianos McPhee.

If you want to win in your business, then your mindset has to be set for winning. The way we do this is with the power of repetition, affirmations, and a magical goal setting formula that we teach to our private VIP clients. I recommend repeating that phrase over and over until you fully believe that you are a winner.

Are you a winner?

Thanks so much for checking out this cheatsheet.

Now that you've gotten a taste here in this cheatsheet, **head on over to our FREE training** where we'll show you more on generating high ticket clients and transforming your ideas into high ticket sales.



[Click here now.](#)

I'm so excited to see you in the training, in my next email, and hopefully meeting you in person or hearing your success story after taking action on this information.

Peace.

Your new trusted online adviser and marketing friend,

Michael "**Overdeliver**" Baptiste

P.S. A good cheatsheet would not be complete without giving you some goodies and things that I use in order to grow my business. All the links below are direct links, or affiliate links (meaning I get credit for referring you to purchase one of these business solutions). In the meantime, join my FREE community, and tell me what did you think about the content inside of this cheatsheet.

[FREE Facebook group – The High Ticket Society](#)

[Free Masterclass Training](#)

[Marketing Funnel Builder](#)

[Membership Website Tool](#)

[Membership Theme](#)

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