



Clients On Demand

MODULE 1

Trevor: Hey guys, again, welcome to clients on demand. I'm excited to share this with you because you're going to be able to pick something, stop some stuff, and get even more of some other cool stuff. Steve just actually asked a question and I want to ask the question to you. How many clients do you have right now that you wish you could get rid of but you're just working with them for the money? They're not your ideal, perfect client. The whole concept of Clients On Demand is that you get to... wait for it... pick the best people to work with. That you have so many leads that you're doing the right activity that you can go ahead and attract and be able to just ... Imagine how cool it's going to be that you can let go of some of those clients that you would prefer to let go of, and then just pick the best ones that are your ideal client. How would that be? That's what this program's going to help you with.

The really great thing about it, too, is if you ever find yourself feeling like the end of the day is like Groundhog Day; you know when you look at the end of the week and you're thinking, "Where did this week go?". It just rolls into the next one and the next one. You're going to get to stop wasting time. You're going to get to stop wasting time on talking to the wrong people that aren't your ideal target client. This is making sure that you can... wait for it... make more deals in less time because you're going to be more specific. What you're about to get in the next couple of modules is going to help you streamline your conversations so you're having the right conversations with the right people.

I'm excited about it because I'm excited that you're going to have this really quickly and you don't have to memorize this and just think you have to be perfect, because you don't. I'm far from perfect. We are far from perfect. The key here is you're going to have templates and scripts to help you every step of the way. What is a template or a script? It's like a recipe, right? If you go ahead and have a chocolate cake recipe, it gives you all the instructions on how to do it and with this great video program to help you take action and add all the ingredients, this is going to help you a ton. You don't have to memorize everything or make it perfect. You're going to be able to use it like a checklist.

I was just on an airplane and I'm hoping that the pilot used a checklist. I went on a helicopter flight and it was a gift that my wife had given me. The pilot sat there, had the headphones on, and we did this test thing to fly a helicopter. If you haven't done that before it was really cool. She gave it to me for my birthday. Fortunately, that pilot, which made me feel a little bit more comfortable, went through a process and a checklist. You don't have to memorize everything, you don't have to master communication. Although, what you're going to find is this process is going to massively improve your ability to help and serve other people.

I'm just excited for you to have all of this. You're going to be able to download these templates and scripts and resources and the next couple of videos are really going to serve you. Robyn, Steve, would you like to add anything?

Robyn: Yes.

Trevor: I'm going to turn it over to my wife. This is Robyn.

Robyn: Hello. What is most important to me is to help more people. I know you're here because you want more clients, you want more money

in your pocket and that is an awesome reason because I really, really believe that the more money you make is really representative of the value you provide and amount of people you help. What I want for you is that, yes, you get more clients. Yes, you get more cash in your pockets and you do this so that you can really make a bigger impact and help more people. I always think that sales equals helping people. This is going to give you the path, it's going to show you the way, exactly what you need to do so that you can get this huge funnel of people, this flow of people coming in and then you get to pick who you want to work with. The people that raise their hand and say, "Yes. I want help. I want to transform my life. I want something new. I want to change."

You get to help them. This is more than just you making money. It's so much bigger than that. You actually get to make a huge, huge difference and I can't wait to see you do that. See you on the next video.