

How to Identify, Attract, and Capture Your Profitable Target Market and Stop Chasing a Poverty Population

Imagine arriving at the airport, your destination unknown, and simply climbing aboard any old plane to get you somewhere. It doesn't sound very smart, does it? Learn how to clearly and easily identify, attract and capture your profitable target market once and for all with the latest in proven online strategy and tools for your offline business.

Take-Aways You Can Count On:

- ✓ **How to Quickly and Easily Establish Your Priceless Points of Connection**
- ✓ **40 Questions You Must Answer to Identify Your Target (whether B2B or B2C)**
- ✓ **How to Engage and Cut Through the Noise**
- ✓ **The Most Irresistible Topic for Almost Every Encounter**

5 Super Simple Steps to Building Your Hot Buying List of Loyal Clients

Did you know that in today's age of new media and internet technology tools that it can be truly simple to build your very own list of hot buying loyal clients? It is a known fact that it costs 3x more to chase a new prospect than it does to tap the goldmine in your existing database (code for your list). Build it right the first time for the last time and your list will feed your business for life profitably.

Take-Aways You Can Count On:

- ✓ **#1 Way to Create Hot Content to Capture Your Ideal Clients**
- ✓ **The Right Format for Your Target Market**
- ✓ **How to Craft Evergreen Content to Save You Time and Effort**
- ✓ **The Secret Weapon of Repurposing to Explode Your Visibility and Credibility**

How to Close Sales Without Ever Selling: The C.R.E.A.T.E. Formula

We are living in the age of ditch the pitch and skip the sell; this is all about building profitable relationships for lifetime demand. This workshop will banish the unpleasant chore of cold calling forever. You'll know clearly and simply how to form the right connections; take them to rich relationships with value education, and continual interaction. This is soft touch sales that win raving fans, endless referrals, and lifetime demand from your ideal target market.

Take-Aways You Can Count On:

- ✓ **The Best Places to Connect with Your Ideal Client**
- ✓ **How to Become the GoTo Expert in Your Industry/Niche/Topic**
- ✓ **#1 Way to Stay in Touch with Your Target Market**
- ✓ **5 Fast and Effective Surefire Ways to Engage and Excite**