

# FILL UP YOUR \$20K MASTERMIND TEMPLATE

Before you begin with creating your ideal clients list and start your reach out and marketing, here's what is good to have in mind:

1 Make sure that you have an irresistible offer. Ask yourself, what do my clients (\$20K Mastermind prospects) are not sleeping at night about. Offer them a solution that is working faster and better than your competitor's. Add amazing bonuses and incentives to start your program now.

2 Do a complete target client list. Template bellow. Print it out, and have it in front of you every morning to follow through and follow up on connecting with your ideal clients.

3 Ask the warm/hot leads, prospects who had spoke with you and needed to 'think about it', The Maybe's,

"Are you still interested in solving ..... (whatever problem you solve)?"

4 Offer something to your current clients (or past clients) that they want. You can ask them directly or refer to something they've mentioned they need.

5 Learn about sales as much as possible and practice sales (you can use my Practice Sales Meditation). When the time comes you want to feel confident in closing that sale.

6 Make more effort than usual to connect with people around you and reach out and show up in places that would challenge you. Sometimes, and especially, if you are upgrading your clientele, it pays to enter new communities and networks. Make yourself seen by the clients you want.

7 And at all times, practice RECEIVING. Keep your energy and outlook on life positive. You are here for a long run. Be patient with yourself. Celebrate the attempts, not just the wins. Exercise self love and compassion. You are worthy, whether you make money or get your clients or not. Remember to accept and love yourself unconditionally.

## TARGET CLIENT LIST

This is your miracle list of 20.

These 20 are people you would like to work with. They must qualify by being able to afford you, being interested in solving the problem you solve, and by being a type of person you would love to work with.

Sometimes this assignment might look too hard. I invite you to still keep at it. Write down your names, cross them over if you had reached out and it's a 'no', add new people on your list. Don't give up! You can do this!

I used to have my list of miracle 20 on my wall in front of me and before I would start doing my 'work' I would make sure to connect with each of them through out my week, either personally, or on social media, serve them in my marketing posts, reach out directly and invite them on the call with me.

Of course, I had 'no's', but I also had 'yeses'. There would be no 'yeses' without those no's.

Name	Their Preferred Contact Info	Most Recent Contact With Them	Contact #1 Date/Notes (Incl. Next Date to Contact)	Contact #2 Date/Notes (Incl. Next Date to Contact)	Contact #3 Date/Notes (Incl. Next Date to Contact)	Contact #4 Date/Notes (Incl. Next Date to Contact)