

THE 7 ESSENTIAL MONEY MAKING CONVERSATIONS

FLOWCHART

These are the 7 essential conversations that you **MUST** master to make money in your business.

More than just the sales conversation or the offer, this is how to **sell without ever being salesy**. All you do is listen, ask deliberate questions + see how it goes.



1. INITIAL CONVERSATIONS

Know Exactly What to Say

Know exactly what to say to navigate the conversation, so you discover potential clients right away.



2. CONNECTION CONVERSATIONS

Ask, Don't Tell

Be curious, connected + ask intentional questions that prompt answers that let you know IF you can help them.



3. TURN A FRIENDLY CONVERSATION INTO SALES CONVERSATION

Avoid the "Pounce" Trap

Connect the dots for those who haven't realized you can help them yet without ANY sneaky manipulation.



4. SALES CONVERSATIONS

Ditch the Script

Find your own words + questions since you're using words that feel like you and your style.



5. OFFER CONVERSATIONS

The Art of the Offer

Make an offer that's a plan, so they're thinking about the results and transformation -- not the money.



6. MONEY CONVERSATIONS

Drop Your Money Story

Confidently talk about money at the end and stop bringing YOUR money taboos to the conversation.



7. FOLLOW UP CONVERSATIONS

Catch Up + Reconnect

It's a breezy catch up to to say hi, you're not bothering them or being pushy, just listening (+ back to step #2).

Sarah Michael helps visionary entrepreneurs get comfortable selling and marketing themselves, so they make more money – without being salesy. She teaches the 7 essential money making conversations you must have to sell high ticket program + packages.

