Selling Without Being “Salesy”

You can use this worksheet to help you complete your Uncomfortable Action Challenge for Day 3 of The Own Your Future Challenge!

**Uncomfortable Action Challenge:** In less than 3 minutes, go live inside the private Facebook Group and share a unique “hook” for your ideal clients. What could you say to stop your ideal client in their tracks and get them to read what you wrote or watch what you recorded? **Use hashtag #OwningMyFuture3**

**EX. | THE HOOK**

-- Something compelling, unique, that thing, grabber, or “hook” that stops people in their tracks to read what you wrote or watch what you recorded.

**Example:**

"Have you ever in your adult life looked in the mirror and said... I thought I’d be further ahead in life by now... Well if so, you’re not alone. My name is Dean Graziosi and I help...."

**01 |** How has your view on selling changed from it being “salesy” to it being service?

**02 |** Keeping in mind your ideal client is YOU a few years ago, when it comes to helping your ideal client move away from their current pain, what is one worry or fear they probably have?

**03 |** When it comes to helping your ideal client move toward their desired future, what is one dream, or opportunity, they probably have?

**04 |** Leaning into your new empowering belief system, complete this sentence: “Have you ever ______ and thought ______? Well if so, you are not alone. My name is ___ and I help _____ with _____."