

WORKBOOK + JOURNAL PROMPTS DAY 1

ALIGNED SALES

A 2-DAY MASTERCLASS



DAY 1: YOUR IDEAL CLIENT

What are 22 things that are my ideal clients current issues? What are they constantly thinking about?

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.
- 15.
- 16.
- 17.
- 18.
- 19.
- 20.
- 21.
- 22.

What are 22 things that my ideal client desires? What are they searching for solutions on?

- 1.
- 2.
- 3.
- 4.
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- 6.
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- 12.
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- 15.
- 16.
- 17.
- 18.
- 19.
- 20.
- 21.
- 22.

WORKBOOK + JOURNAL PROMPTS DAY 2

ALIGNED SALES

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DAY 2: YOUR CLIENT JOURNEY

What are your current or new offerings
that you could sell to your ideal client
AND that excite you to sell?

What are the next 3 offers that you will sell based on your ideal client journey?

1.

2.

3.