

W O R K B O O K



LAUNCH
HIGH END
CORPORATE
OFFERS THAT
CLOSE!
with

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Welcome!

You'll use the workbook and guide for the CloseHER Launch High End Corporate Contracts that CLOSE 5 day challenge. This guide will be a place to take notes and map out your unique strategy to close High End Corporate contracts!

www.gabrielleleonard.com

Launch High End Corporate Offers that CLOSE!

Session #1: "Creating High End Corporate Offers That CLOSE!"

The 5 step corporate closer blueprint:

1. _____
2. _____
3. _____
4. _____
5. _____

In order to create High End Corporate offers that close, you need:

To _____

To _____

In order for your proposal to stand out from the crowd, you need to

Lead with _____

And the _____

If you've tried pitching to corporations before and were ignored, you're more than likely missing _____ and _____

Action Tasks! Now YOU work on the following:

- Create a list of 5-10 corporations you would love to work with.
- What problem(s) are they experiencing that you can solve?
- What's the financial bottom line?
- What is your solution to their problem?
- Why is it important NOW?
- What makes your solution stand out?

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Session #2: "Generating High Quality Leads that Convert to Contracts!"

The 2 main reasons why most corporations ignore your proposal:

They _____
or your proposal _____

The best way to close corporate contracts quickly is to:

Mindset Shifts

It's not about:

It's about:

I know at least _____ who _____

I'm deciding to: _____

I'm committing to: _____

5 ways to get a conversation with a corporate decision maker:

1. _____
2. _____
3. _____
4. _____
5. _____

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Extra Notes:

Action Tasks! Which method are you going to use to get a conversation with a corporate decision maker? By when?

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Session #3: "Creating your corporate client marketing plan of action!"

Mantra: _____

My purpose: _____

Get Organized:

Phases of closing corporate contracts:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Your corporate client marketing action plan:

- | | |
|----------|-------------|
| 1. _____ | Date: _____ |
| 2. _____ | Date: _____ |
| 3. _____ | Date: _____ |
| 4. _____ | Date: _____ |
| 5. _____ | Date: _____ |

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Your corporate client marketing action plan:

- | | | | |
|-----|-------|-------|-------|
| 6. | _____ | Date: | _____ |
| 7. | _____ | Date: | _____ |
| 8. | _____ | Date: | _____ |
| 9. | _____ | Date: | _____ |
| 10. | _____ | Date: | _____ |

Extra Notes:

Action Tasks! Post your timeline in the group: How much do you want to make in contracts this year? By what date? *Be sure to post in the group!*

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Session #4: “How to Be Booked All Year Round With Contracts From One Contract!”

I am creating a _____

I will leverage my contract by _____

I don't have to _____ in order to close contracts.

There are 5 ways I can be booked year round from one contract:

1. _____
2. _____
3. _____
4. _____
5. _____

**Action Tasks! How will you be booked year round from one contract?
Which method will you use and why? *Be sure to post in the group!***

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Session #5: "Make An Extra \$50 - \$100K In Profit By Mastering These 2 Skills!"

I will add more sales and profit to my annual income if I

If I master these 5 things, I'll be able to be booked in my business:

1. _____
2. _____
3. _____
4. _____
5. _____

Leverage

What are 2 things I can leverage when speaking to a corporation?

1. _____
2. _____

What is your promise to the corporation?

By the end of my _____ your _____ will
_____ allowing your _____
to _____

Be sure to fact check. Make sure the problem is painful enough to invest in a solution now!

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Action Tasks! Post your corporate promise in the Facebook Group!

Extra Notes:

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**If you feel stuck during this challenge,
please reach out to us!**

Facebook Group to post your answers throughout the challenge:

<https://www.facebook.com/groups/551743025177224/?ref=share>

You can private message us right on Facebook:

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