



# Black Belt Selling



With Stephanie & Anna Scheller

Hosted by Scheller Enterprises

Executive Producer: Anna Scheller

## 5 Keys to Filling Your Pipeline Workbook

Need More Help?

Scheller Enterprises is proud to offer a complimentary 30-minute coaching session to our listeners!

Schedule Your Session at <http://bit.ly/SECoach>

Notes:

This workbook was designed for YOU! You are the only person who will see this and you are the only person who has anything to gain, or lose, through your answers! We encourage you to take time to search deep, be as specific as possible with your answers and really, thoughtfully fill this workbook out.

You have the whole world to gain!

*Anna & Stephanie Scheller*

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What's biggest challenge when it comes to prospecting?

On a scale of 1 – 10 how effective do feel you are when it comes to prospecting?

(1 = I have to call people? To 10 = I'm good. My pipeline is always full!)

1      2      3      4      5      6      7      8      9      10

Of the 5 keys, which key seems the easiest to you to begin to implement?

How many new people will you contact today? (Stephanie & Anna gave you a range to choose from!)

Create a list of 5 dream clients you would like to contact:

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List 3 things about one of your dream clients that you could use to start a conversation?

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_

What will your life look like when you have several deals you are ready to close in two or three months?

What 3 steps can you implement this week to grow your list?

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_

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