

Effective and Efficient Bookings



OVERVIEW

In this webinar you will discover:

- How to create a full diary of bookings.
- The words and strategies that consistently create bookings.
- How to create bookings from contacts and bookings from other bookings.

FACE THE FEAR AND DO IT ANYWAY

What is my greatest fear related to asking for a booking?

What is the worst thing that could happen from asking?

What is the best thing that could come from asking?

GETTING CLOSER TO THE GOAL

How will booking more parties bring me closer to my goal?

What am I willing to do in order to experience more bookings in my business?

KEYS TO EFFICIENT BOOKINGS

Belief in the Rewards Program

Be Prepared

Ask, Ask, Ask!

- Jack Canfield said, "Be willing to be uncomfortable momentarily."





STEPS TO ACCEPTANCE

Common Objections

Partial Rejection/Acceptance

Acceptance

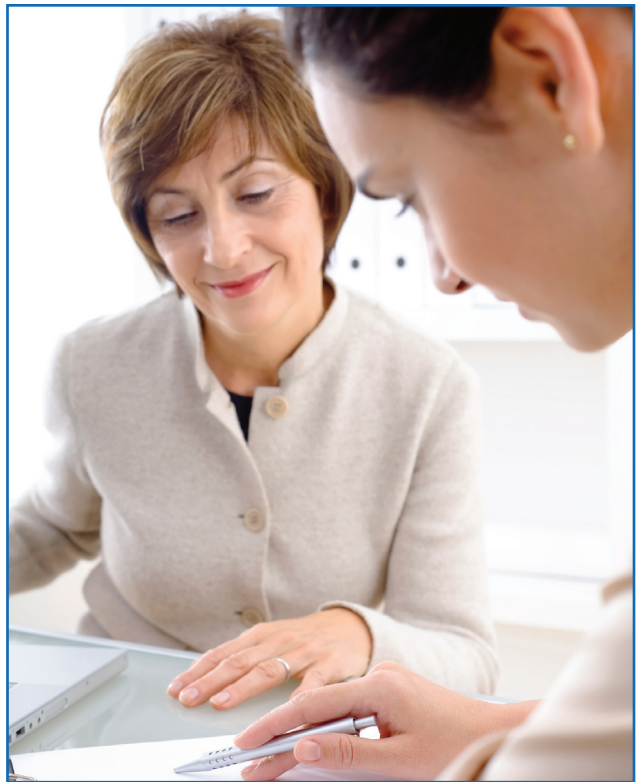
Follow-through



BOOKING STRATEGIES

Create a sense of urgency

Establish the Connection



Communicate with Impact

Follow-up

WRAP UP

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AHAs AND WOW

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