

# Attracting Perfect Customers

The #1 Strategy for Creating Lucrative Loyal Raving Fans



Coaching . Training . Speaking

## Six Steps to Developing a Powerful Share



**Six Steps to a Powerful Share Streaming link:**

<http://www.byoaudio.com/play/W4QbQhLf>



**Six Steps to a Powerful Share Download link**

<http://perfectlove.byoaudio.com/files/media/131628f2-a9de-1bc0-0ce9-a64693221eca.mp3>

Here are the steps:



1. Say what you are going to share
2. Tell how it was before
3. Tell how it is now
4. Share your AH-HA
5. Share a related point
6. Summarize Your Point

### 1. Share what you are going to share first.

Example: “Have you ever given your shopping list to someone else to go to the grocery store for you? “

### 2. Tell how it was before.

Example: “When I first met Alan, I gave him my list and I didn’t get what I wanted when he returned from the store.”

### 3. Tell how it is now.

Example: “Now when I ask for what I want from another person I say exactly what I want, like ‘I want Non-Fat Strawberry Yogurt with the fruit on the bottom’. In creating my BEE-ing Attraction Plan, I am more specific and include the details on the plan so that I clear about what I desire to attract.”

### 4. Share your AH-HA.

Example: “I just realized that the person that I bent over backwards to serve and could never

satisfy was not a perfect fit customer for me! I had been so disillusioned that I had thought about getting out of this business and I felt like I had failed. Now I see that this wasn't a failure, it was an opportunity to see what I truly want to attract.”

### 5. Share a related point.

Example: “Today I received a phone call that came from out of the blue – it was someone who had been referred by one of my favorite customers, Beth. Now I added to Part One of my plan that a quality of MY perfect customers, is that they refer people to me that call me.”

### 6. Summarize your point.

Example: “I am learning how being specific, asking for what I want AND writing it on my plan has sharpened my awareness, as well as given me the focus that I have been wanting in my business.



*“Prior to taking the Six Steps to a Powerful Share Virtual Retreat, my message and my audience was unclear to me.*

*The whole experience of the Virtual Retreat was wonderful. The exercise of practicing with a partner allowed me to expand my thinking and become crystal clear - my Powerful Share is the reason why I am doing what I am doing.*

*I loved the format, and the step by step process made it so easy. I learned something profound and new each day and every step of the way. Listening to each person's Powerful Share, I realized that my personal life experience, when I express it authentically from my heart, really is powerful and valuable.*

*I would recommend this program to anyone. It will save you time, money, and frustration, and empower you, in a fun way, to create a compelling message that will move, motivate, and inspire others to remember you and want to know more.” – Donna Markussen – [www.yourinspiredTRUTH.com](http://www.yourinspiredTRUTH.com)*

### Your powerful share will produce immediate and ongoing results at:

- Networking meetings
- Speaking engagements
- Job interviews
- Teleclasses
- Workshops
- Coaching Sessions
- Writing a book

When you learn how to share your experiences in this way, it gets more powerful for you and provides you with a uniquely authentic way to share your offering and attract your perfect customers. Call or email us for the next Powerful Share Virtual Retreat.