

# The What and How of the £750k Billing Blueprint

**What you will get out of the 3 days:**

## **Day 1:**

- The Driving Force – Clarity on your income goals, what really drives you and how you are going to get it...
- The Success Formula of Big Billers
- Your Purpose and Magic Number
- Desk diagnostic (mix of actual figures, skill gap analysis and un-seeables)
- What's stopped you billing £750k...
- 3 ways to increase Your Income
- Time Management – how to change the way you work and think like a big biller
- Creating your Personal Program of Development
- Getting and keeping the £750k Mindset - What my £750k excellence is and how to access it immediately

Evening – Creating a Compelling Vision – Dream Boarding

## **Day 2:**

3 keys to Mastery - £750k – the exact steps of what and how to create and sell your services to take you to a £750k biller

How to never make a cold call again - The secret tool that converts prospects into paying clients, simple tweaks and quick changes you can make immediately to tip your prospect over the edge and turn them into a buying client

- Advanced Business Develop - 10 steps to penetrate and develop key accounts to double/triple billings and gain complete commitment
- The 10 touch secret to create a pipeline of automated ideal clients using verbal and digital integration
- Advanced Interview Skills - CBI and Candidate management
- Unblocking the 'buts'
- The Rules of Negotiation – how to ask for the fees you want and know you are worth with confidence!
- How to present your price so that clients can immediately see the value (even if your prices are higher than your competitors)
- How to become the “Go-To’ person in your niche - creating celebrity status so that clients call you!
- Banish limiting beliefs and negative emotions to unleash your true potential!

Evening – Burns night

## **Day 3:**

- The 5 Important rules you MUST follow when writing promotional material, emails and adverts
- 20 Ways to get Star candidates quickly and easily
- Evaluating
- Your important numbers and metrics – what and where you need to focus on to bill £750k
- Getting Crystal Clear on Your 90 plan– Specific actions and next steps into a plan that you are going to take in the next 90 days to take your business to the next level.
- Wrap up

During each day there will be group exercises, laser coaching sessions, individual reflection and pairs exercises. All our training uses accelerated learning.

**One on one coaching:**

Throughout the 3 days we have a brilliant NLP Coach, Master Practitioner and Trainer Hilary Carmichael, who will be on hand to do one to one confidential work with individuals.

Areas that you can cover include:

- Increased personal impact and effectiveness
- Reduction or management of stress or conflict
- Increasing confidence, motivation and morale
- Overcoming negative emotions or limiting beliefs holding people back
- Greater flexibility and adaptability to change
- Improved communications across all levels