

Client Attraction Math

Get highly specific about your client attraction math.

1. Who is your ideal client?
2. How many new clients do you want to enroll in the next 30 days?
3. How many consults usually become new clients? Example: 1 out of 3.
4. Multiply the number of new clients by the number of consults required to hit that number. This determines how many consults you want to have in the next 30 days.
5. Go to your calendar. Make room for those initial consults. Block out the dates and times for the meetings.