

# CHEAT SHEET

## 14 Different Ways To Get Discovery Calls

Use these ideas to keep a consistent base of client calls

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1. Get generous and give your best valuable content away for free.
2. Stop selling and start serving.
3. Deliver massive value-packed content that gives your audience exactly what they ask for.
4. Show up more - give more live content.
5. Focus on ONE topic at a time.
6. Market and survey your audience to figure out their EXACT problem and then create an offer around that idea.
7. Be more engaged and spend more time with the inventory you already have.

8. Share your successes in a valuable way.

9. Share your client's' successes in a valuable way.

10. Understand that sales aren't about you, it's about them.

11. Set up a sales funnel that includes a free (no opt in) offer, an offer that requires an opt in, a no-brainer up sell and then have your opt in offer lead to your high-end offer.

**VALUE FIRST!**

12. Referrals from your friends and clients.

13. Follow up with past leads.

14. Set up a pre-qualification process to weed through prospects.