



ENROLLMENT/SALES

LESSON FOUR - RIDING THE ROLLERCOASTER

Fear, Uncertainty and Anxiousness



- What if no one signs up?
- Stay focused on the areas you can control: messaging, activation, changes to offer
- Making significant changes too early, due to fear

How To Overcome

- Clear Your Spirit
- Trusting what you put out there is needed and wanted in the world
- Trust the process and follow the roadmap!



Believing in ourselves - and doing what's needed to get honest with where we are at.

What's the next move?



Homework

ACTION STEPS

1. Decide on your length of cart.
2. Map out your launch events (how many livestreams, webinars)
3. Continue to work through your sales page to completion and prepare for your sales events. Refer to member's area for steps and guides.

Next....

Once launch completes, we will review what worked and what needs refinement - based on data, feedback and experience. Congratulations on closing cart!

WITH GRATITUDE