



## Corporate Biz-Builder Training Program

***For Image Consultants and Coaches Who Want to Design and Deliver Corporate Training Solutions, Signature Talks, Master Leading Groups and Increase Revenues***

### **This is for you if you want to:**

Deliver **high value services/programs** to clients both 1:1 and in groups  
**Master a proven formula** for content design, proposal writing and pitching your offers

Transform **selling into an effortless conversation** using the Q-ARC system

Be comfortable & clear to **negotiate your programs** with more positive results

Build confidence to **command higher fees** and deliver group programs

Learn how to **“WOW”** your clients with your clarity and results and to **attract referrals**

Get **Q on Call** – Dominique on call to coach and help you navigate through the murky waters of growing your business

## HERE'S THE CONVENIENT FORMAT-

8 live virtual and interactive web training sessions incorporating both group and individual coaching sessions. No need to travel

### PROGRAM CONTENT MODULES-

#### 1- ALL ABOUT YOU

Identify what has worked, what have been roadblocks, your ideal goals and objectives for your business

Your communication style, current skills, talents, past experiences

*You'll be sent in advance a written self-assessment with results in the Web Training Call)*

#### 2- ALL ABOUT YOUR CLIENT (AND WHERE DO YOU FIND THEM?)

Identify your ideal client, what do they need and want, what are consequential impacts to not reaching their goals and how you figure that out

Assessments, introduce the **Q-ARC system** to use to connect with your ideal client and develop meaningful conversations that lead to profitable solutions for you both

#### 3- HOW YOU SOLVE, AND WITH WHAT (1:1 or group)

Interpreting what you heard they wanted and what you learned from the needs assessments

Map out the 1:1 coaching session formats and the group programs that solve problems

Create packages, bundles and how to expand a one-session client into a series

#### 4- HOW TO PREPARE AND PITCH A PROPOSED SOLUTION

Write the proposal according to the client's objectives

Know the **Scope of Work (SOW)** includes results, people, takeaways, format, timing, development time, budgets, costs

Lay it out so that the client says, "yes, when can we book you!"

#### 5- DESIGN YOUR PROGRAMS

Based upon client goals, intended outcomes and criteria

Work out the format, timing, activities, learner demonstrations

#### 6- DELIVERY PREPARATION

What do you need to do to be ready? Test groups, practices audiences?

Build in the seeds to smoothly upsell and/or to inspire referrals

#### 7- GETTING USEFUL FEEDBACK AND WHAT DO YOU DO WITH IT?

Refine your programs to improve results and build a referral base or following

Use to identify additional needs that your clients may have

Identify needs that will help you stay in touch with your clients and be "**top of mind**" and their **go-to** resource for future solutions

#### 8- WHAT'S NEXT? AND NOW WHERE DO WE GO?

Talks that sell your service offerings...what's a signature talk

Webinars today and virtual coaching options and how to do the well

Great tools for virtual coaching and training

## HERE'S WHAT YOU GET:

**8** live and interactive training modules over a 3-month period, all recorded and allowing for group Q and A interaction online- each is 60-90 minutes long

### Q on Call (*Dominique is Q*)

**4** scheduled 30-minute individual coaching calls with Q

**1** 60-minute individual coaching call with Q

**2** Business edits via email on your choice of proposal, website, service list offerings, packages, marketing materials)

### ***Some of the Take-aways include:***

**Q-ARC system** (Q's Advanced Relationship Connection System a technique you will use over and over again to speed up your natural sales and client connection skills)

**Program design roadmap**

**Sample corporate proposals**

**Video # one** of the **Get More Clients** video training program

**Webinar Basics checklist**

***If*** you were to pay for this separately it would add up to ... ~~\$4,045~~

## ***Guess what...***

**Your investment for the 3 month Corporate Biz-Building Training is **\$ 2500****  
**(by the early bird date and get the 2 extra bonuses)**

**Or.... Reserve your spot with a \$ 537 deposit**  
**( plus 4 additional payments of \$ 497 )**

## Here are the bonuses when you pay the Early Bird Rate of \$2150 up front:

### *BONUS ONE-*

Receive the entire 7-hour  
**Get More Clients Video** training series  
with workbook

**Value of \$ 750**

### *BONUS TWO-*

3 extra 30-minute 1:1 coaching sessions  
(or 2 45-minute ones)

**Value of \$ 450**

## To Summarize

you have **3** ways you can invest in your  
Corporate Biz-Building development:

1. **Pay in full** by the early bird date  
and get both bonuses **Your Total comes to \$2,150**
2. **Pay \$1000** by early bird and get one bonus  
with 3 additional payments of \$425 **Your Total comes to \$2,275**
3. **Pay \$ 537** reservation fee with four  
payments additional of \$ 497 **Your Total comes to \$2,525**

## Still not sure . . . . Still have questions?

### **1. *How can I learn to be a better presenter online? I imagine that presenting has to be done in a live format?***

Yes, learning this skill set is great in a live format. However, in response to requests from my global grads, I've developed virtual trainings for hundreds of consultants with successful results. The success of my online programs is due to the blended format, that includes training content delivered both live and recorded along with the guidance provided in the live interactive group **Coach-inar** training sessions. The Advanced Business Builder Training also includes the added benefit of the individual coaching sessions where get to have private coaching.

### **2. *I'm not comfortable speaking to groups. I'm not sure I will overcome that?***

I get it. I've had great success helping executives, designers and image consultants making friends with public speaking, training and being on camera in as little as 4 sessions. I've also overcome that same fear myself so I know what it takes to break through. The key is to understand certain techniques that help you build the confidence you need and want, trust your ability and be open to a transformative break through.

### **3. *I already offer workshops to groups. How will this benefit me?***

That's great! You can use this program to take your training, speaking or coaching business to another level of success and ease. The techniques I've developed in program development actually also help consultants and trainers at various stages of growth to accelerate the sales process. By identifying the specific needs and goals it becomes much easier to design and deliver the best solutions.

### **4. *I really don't like selling. It feels really sleazy. I think that clients should hire me on the merits of my worth.***

I completely agree, selling can feel creepy. This is why the Q-ARC system teaches consultants how to have consultative selling conversations that are totally natural leading to both meaningful business relationships and maximum results for our clients.