### **BRODY LEE**

## THE 5 QUESTIONS EVERY COLLE o get clients topset and import the world

Hello coach! My name is Brody.

## HELP COACHES GET CLIENTS FASTE FOR MORE/////////

In the past 18 months alone I've helped more than 100 coaches just like you have a genuine impact on millions of people's lives and hit their first \$10k month. More than 20 of these rockstars hit that elusive six figure mark, a handful above that did multi six figures and even one to seven figures!

And do you want to know what the best part is?

You can do this using just your phone... without any crazy funnels, expensive ads or even a website - from anywhere in the world!

Yep. And it works.

In my first year I made \$1.3 million without a single ad using these strategies. This in turn allowed me to personally impact millions of lives as a result. I'm now multi-seven figures in and having even more of an impact every single day.

You can too.

# WHAT IF YOU COULD IMPACT MORE CLIENTS... ON DEMAND... - Very single day?

If you are just starting out as a coach or want to grow your coaching business, you are in the right place. This guide will help you to answer the 5 biggest questions every coach needs to answer so you can get more clients faster and impact the world.

It's jam packed with worksheets and ideas to help you get well on your way to impacting your next client... and the next, and the next!

Whenever you're ready, here's three ways I can help you grow your coaching business right now.

- Join our free 7 Figure Impact Machine Group and connect with coaches who are growing too.
   It's our new Facebook community where the sharpest coaches on the planet learn to get more impact, income and independence.
- 2. Need clients fast? Chat With Me on Messenger
  We'll talk about where you're at and where you want to be. And
  together we can look at what your next steps are to move the needle in
  your business.
- 3. Schedule a free 10-Minute Game Plan Call with my team
  We'll map out a personalised plan of your next steps to grow your
  coaching business. Please leave your credit card at home too there's no
  pitch on this call. Just a great conversation with an expert to help you
  figure out what's next for you in your business..

### **BRODY LEE**

## THE 5 QUESTIONS EVERY COACH NEEDS TO ANSWER o get clients for en and Impact he would

- 1. How do I get clients quickly without any crazy funnels, expensive ads or having to post on social media all the time?
- 2. How do I niche/differentiate myself in the market?
- **3.** How can I manage my mindset/self belief so I don't feel like an imposter?
- 4. How do I price my services appropriately?
- 5. Who can help me get more clients to impact?



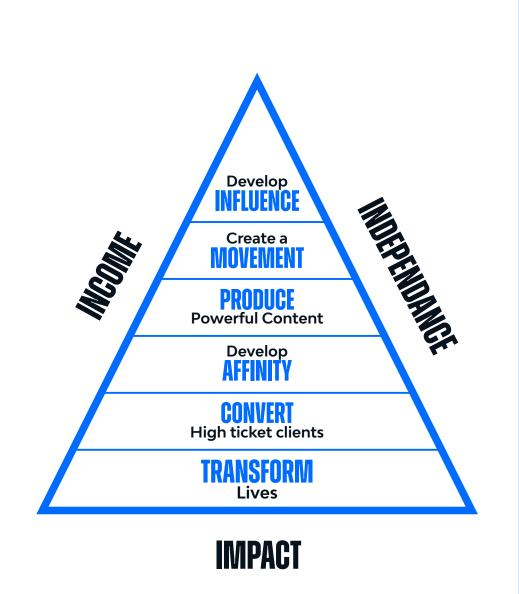
# HOW DO THE CLIENTS QUICKLY WITHOUT ANY CRAZY FUNNELS, EXPENSIVE ADS OR HAVING TO POST ON SOCIAL MEDIA ALL THE TIME?

Everyone is telling you you're just one funnel away, or that you need to have this complex ad structure to warm and cold audiences to get clients, or that you should be posting 67 times a day on 39 different social media platforms (ok, maybe that was an exaggeration... but you get my gist).

The truth is, you don't need any of this

All you need is your phone and our simple 6 Step IMPACT $^{\text{\tiny{TM}}}$  Model.

It will help you get more clients on demand to create more IMPACT, INCOME and INDEPENDENCE without spending all of your time on social media so you can create the lifestyle you truly want while having a genuine impact on people's lives.



PS. Did you notice that Influence, Movement, Produce, Affinity, Convert + Transform spells IMPACT?

# RATE YOURSELF ON HOW WELL YOU CURRENTLY EXECUTE THE 6 STEP IMPACT™ MODEL

**GREEN** I'M A BOSS AT THIS

I'M OK HERE, NEEDS SOME WORK THOUGH **YELLOW** 

**ORANGE EEEP! I AM NOT GREAT AT THIS** 

I ROYALLY SUCK AT THIS OR I HAVEN'T STARTED YET **RED** 

### 1. DEVELOP INFLUENCE

I develop influence online by leading with impact, owning my identity and have created authority on my social media profile so I can influence prospects. People see me as the leader in my niche.





### 4. DEVELOP AFFINITY

My audience recognises me as more of a trusted advisor than a sales person. When we connect in chat, it feels more like we're talking as a friend and isn't awkward, but I make sure that I never friend zone them. I use a structured chat flow to align with them, uncover their needs and schedule in regular sales calls. I can go from a like or comment on one of my posts to a call in just 24 hours.





### 2. CREATE A MOVEMENT

I have a well developed mission that is aligned with my values and goals in the world. I have a clearly defined niche and understand their hopes, dreams, aspirations, fears and pain points better than I know my own. I have a war chest of data that will allow me to create targeted messaging that will move the masses.







### **5. CONVERT HIGH TICKET**

I know that sales is an act of service and can unleash my inner sales beast at any moment to enrol new clients into my program. I have a structured approach to my sales calls and understand the 5 critical stages to any sales call. I use features and benefits to explain the value of my program and handle objections like a pro. I regularly sign new clients into my high ticket program.

RATING

_



)	(
ノ	

### 3. PRODUCE POWERFUL CONTENT

I create epic content that uses everything I know about my ideal client to touch, move and inspire them to want to work with me. I leverage my personal story to create alignment with my audience so that they will know, like and trust me. I have a system to be prolific and consistent with my content (without spending all of my time producing new content and on social media).







### **6. TRANSFORM LIVES**

I am an expert coach and tailor my coaching to the specific needs of my clients. I leverage proven coaching techniques like Tony Robbin's 7 Steps to Lasting Change to help my clients get results. I don't just have singular raving fans... I've developed a raving fan culture that makes my clients want to stick around and buy my next thing and the next (and have all their friends and family join us too!).







## HOW DO I NICHE/DIFFERENTIATE MYSELF IN THE MARKET PLACE?

### SAYING YOU'RE A LIFE COACH JUST DOESN'T CUT IT

IPeople want a specialist to help them get very specific results. You wouldn't go to a general practitioner for a brain tumour would you? You'd want the person who has the exact skillset to get that sucker out of you fast.

Many people find choosing a niche the hardest thing to do when setting up their coaching business. But while you absolutely need a niche, the reality is the first niche you choose won't be your niche forever.

The truth is, niching down is a process.

### THE NICHE YOU HAVE TODAY WILL NOT BE THE NICHE YOU HAVE TOMORROW

I've been through multiple iterations of niches in my career. And as I get more experienced, my niche keeps evolving with me. The same will happen to you. You'll be revisiting your niche many times.

What you choose now will be a fantastic choice for your current situation. As you gain confidence, you'll understand the direction of your business better and you will keep refining your niche. The most important thing right now is to make a decision.

### MESSY ACTION IS INFINITELY SUPERIOR TO NO ACTION AT ALL

The more experience you get, the better you'll see what works and what doesn't. But be careful not to fall into the trap of changing your niche with big grand announcements. You immediately break trust with your audience who you've been warming up. A niche change is a delicate process that must be executed flawlessly so you don't lose momentum.



Start by listing down the top three niches that you're currently considering.

- Then, think about the people that you want to help in those niches.
- Which niche do you feel the most passionate about helping others?In what area do you have the skills and knowledge to provide people

And lastly... ask yourself the single most important question in the niching process.

### WILL PEOPLE ACTUALLY PAY FOR THIS?

with the answers that you're looking for?

Don't just focus on whether you'd pay for it either. With everything in this business, it's not about you... it's about your client. If it's a big yes... then PRESTO! You have your niche! Now... how the hell do you tell people what it is you actually do?

### Activity PITCH PERFECTIM ELEVATOR PITCH

NICHE	PAIN POINT	PROMISED LAND	ELEVATOR PITCH
List your chosen niche.	List all of the pain points that this niche has be as specific as possible and write up to 50 per niche categories	List all of the results that your niche wants. Not what you want them to want, but what they actually say they want.	Use this formula to create your elevator pitch: I help NICHE with PAIN POINT get to PROMISED LAND.
Pro Tip	Pro Tip	PhoTip	PhoTip
Describe the niche in multiple different ways to have more options.	You have to describe this in their language, not yours.	Again, you have to describe this in their language, not yours.	Try different variations of pain points and promised lands for each niche category. A highlighter may come in handy.
			Eg. I help coaches get clients faster for more impact.

### HOW DU IMANAGE MY INDSET AND SELF BELIEF SO I DON'T FEEL LIKE AN IMPOSTER?



The most surprising thing for me when I started this journey was how quickly the imposter syndrome crept in.

You know those totally deflating questions we ask ourselves on repeat... and broad statements like

Who am I to be doing this? I don't have any skills to help people. I'm such a fuckup. Why would anyone buy from me? It's a saturated industry already and I'm not very special. What if no one likes what I have to offer? I don't really think it's all that special. I'm such a fraud and everyone is going to see right through me.

Blah blah blah. It's exhausting right?

Here's what I know about imposter syndrome... we all have it (me too!). It's completely normal. And it's completely selfish. (Yes, I went there haha).

Let's take a look at the word...

### **MPOSTER**

The first two letter's spell I'm. Meaning that with imposter syndrome, really what we are doing is making it all about ourselves.

### **COACHING IS ABOUT YOUR CLIENTS, NOT ABOUT YOU**

To be blunt, your desire for certainty in your own abilities is kinda irrelevant. Your clients' results are everything.

So the fastest way out of your imposter syndrome is to get into action and start serving.

### "Fix nervous with service"

~ Matt Church

So how do we do that? The fastest and easiest way I know how to get into service is to actually do the thing we're all here to do... coach people. Do the one thing that your fear is telling you that you have no place doing.

All of our new coaches take on pro bono clients to do just this. If you're an experienced coach, getting out there and helping your clients shifts the focus of your internal dialogue. You'll move from being a self-bashing, pity-partying, baseless fear-mongering, paralysed hot mess... into someone actually doing something to improve the lives of another person.

Is that person an imposter? I don't think so. The person who's just thinking about it but who never actually takes any action? That's the imposter.

Doing that ONE thing that you're resisting, is the answer to everything. Getting reps on the board will build your capability. And that in turn will build your confidence.

**SO, COACH... JUST FUCKING COACH!** 



## DUESTION

There's also something else you need to do whenever you ask yourself that question. You know... the one you keep asking yourself...

### "WHO AM I TO DO THIS?"

I would hedge a bet, your answer to that question isn't very pretty right now. Mine wasn't for the longest time either. I would come up with all of the reasons why I wasn't qualified. I had this crazy long ass laundry list of stuff I held against myself. Things that I was ashamed of. Fears, pain, guilt and regrets.

Ugh. No thanks. The thing is, when this disempowering turd of a question inevitably surfaces...

### "You better have a damn good response"

~ Todd Herman

And see if this fits for you... all those reasons why you say you can't do something what if they were the very reasons WHY YOU CAN, WHY YOU WILL and WHY YOU MUST do it.

### Here's mine these days:

I'm the guy who survived six years of daily meth use as a teen after being sexually assaulted as a kid. I'm the guy that pushed through and didn't die when I overdosed, clinging on to life because I wasn't done with this planet yet... I wanted to live. I'm the guy who got clean from one of the most addictive substances in the world.. I'm the guy who woke up every single day knowing that he was destined for more and taking one step closer every day. I'm the guy who vowed never to put another mind altering substance in his body and hasn't for years since. I'm the guy who forgave his abuser and decided to make his life mean something. I'm the guy who did the work, put in the reps and transformed his mind, body and spirit. I'm the guy who turned his downfall into his dynamite. I'm the guy who wakes up every single day and asks "How can I impact more lives today?" I'm the guy who went from drug overdose impacting millions of lives and seven figures in just one year while getting 230000 kids off the streets and feeding a million people the next year. I'm the guy who's helping thousands of coaches be successful so no one ever has to endure the pain I did. I'm the guy who is using business for good. I'm the guy who shows the fuck up no matter what.

I'm BRODY FUCKING LEE!

I'm the girl/guy/person who...

What's your response?

### **WHO ARE YOU?**

Chances are, that this "Who am I to do this?" question is going to come up again when you step up to do something meaningful, something outside of your comfort zone or when you're working on your big, hairy audacious goals. So what will your response be?

## HOW DO I PRICE MY SERVICES APPROPRIATELY?

### **MOST COACHES CRITICALLY UNDERCHARGE**

Like... ridiculously so.

You come up with all these bullshit stories about why you're not worth the money. Sometimes, this has to do with your fear of losing the client. You're afraid that if you name too high a price, your clients will go elsewhere.

Other times it has to do with a negative money mindset that you've created sometime in the past. What's worse, you only strengthen that mindset if you stay in that low-income grind for too long.

Soon, you start equating your personal worth with the price that you charge. The problem is by doing that, you completely miss the true value of your work.

### THINK ABOUT HOW MUCH MONEY YOU'VE SPENT ON YOUR OWN GROWTH

Chances are, it's into the thousands or tens of thousands or even multiple tens of thousands right?

Like a lot of coaches, maybe you're certified up to the hilt... having done every certification under the sun.

So why are you still giving away your coaching for free? Or worse... charging some smaller amount like \$2000 for 6 months of coaching?

Here's a (not so) crazy idea...

### DOUBLE WHATEVER YOU'RE CHARGING... RIGHT... NOW!

This is what most coaches do when they come into our Zero to Hero program. And then they end up signing more clients at the new pricing than they were at the lower rate. Go figure, right?

The truth is if people already knew what you know they wouldn't need to reach out to you in the first place! They WANT to work with you. And they want to see someone who puts in the work. Someone who educates themselves and keeps growing. This ensures them that you're the right person for them to work with.

It also means they'll expect you to charge them a high price for your services. At the end of the day, no real expert who's put so much effort into development gives away all his knowledge for free.

BY UNDERCHARGING, YOU'RE CREATING A PERCEPTION IN YOUR PROSPECTS THAT WHAT YOU HAVE TO OFFER HAS NO VALUE.

THE PRICING
SWEET SPOTIM

Here's four things you should be thinking about when pricing your services:

### 1. How much have you invested in your own growth over your lifetime?

	ortant: Because you need to benchmark your expertise and see the value of your numbers. This will help you price your services appropriately.
2. How n	nuch do you want to charge?
	ortant: because your pricing shouldn't be some arbitrary number that you think should reflect what you want to make for the effort you are putting in to help yo lts.
Why this is imp causes right? A	are your personal financial targets?  ortant: because you got bills to pay and money to give away to all of your favourit  nd so your pricing should factor in your personal goals - whatever they are! Don't  ams short here.

**BRODY LEE** 

### THE SINGLE MOST IMPORTANT THING TO CONSIDER

### 4. What's the result you're promising?

Why this is important: Think about the value you're delivering. If you're helping someone lose those extra kilos - what's this going to be worth to them in terms of their long term health? Priceless right? Or, if you're helping someone find the love of their life. Again, priceless right? What about build that business they've always wanted to start...

Let's say your work can earn someone \$100,000. If you can back it up by a guarantee, you can easily ask AT LEAST \$10,000 for your work. That's 10x ROI for the client! Of course, 10x ROI is an AMAZING result. There are barely any investments out there that can generate a 1000% ROI. Not to mention one would have to be very lucky (and risk a lot) to achieve such a huge ROI.

For most clients, even a 5x ROI is still an incredibly lucrative deal. At \$100,000 generated for the client, this leaves you with a \$20,000 fee. When you look at things this way, charging \$10,000 or \$20,000 doesn't sound like much, does it?

It's no longer overwhelming. Rather, it looks like a fair price that you charge for a massive ROI that your client gets. You get to charge a price that justifies your time and effort. And your clients get a return on investment that makes them happy.

A win-win situation!

**SO, HOW MUCH ARE YOU CHARGING NOW COACH?** 





### A STAGGERING 90% OF COACHES DON'T HAVE THEIR OWN COACH

According to Tony Robbins, over 90% of coaches do not have their own coach. I repeat. Over 90% of coaches do not have their own coach.

Damning, right?

So it's really no surprise that 96% of coaches don't make it. In fact, only 1% ever hit 6 figures. And I'd hedge a bet that 99% of that 1% have a coach.

Trying to go it alone is a huge mistake. And with a mission as important as yours, it's too important not to have a coach that has a proven system to get results.

There's three things that every coach needs to consider when hiring a coach for themselves.

### 1. WHAT RESULT AM I LOOKING FOR?

Before you hire anyone, you need to know your outcome. And in our world this comes down to the type and scope of impact you want to have on the world.

Here's what we tell our clients when they start with us: Dream big, be bold and aim higher.

Before we take you on a as a client, we do extensive vetting to ensure that we can actually help you with the result you're after. If we can't, we'll tell you and do our best to point you in the right direction.

### 2. DO THEY HAVE A PROVEN SYSTEM TO HELP ME GET THE GET RESULTS I WANT?

Earlier, I shared with you the IMPACT™ model that we use to help you get more clients on demand. To be blunt - it works. And when implemented correctly, it will help you create more IMPACT, INCOME and INDEPENDENCE without spending all of your time on social media. This is all so that you can create the lifestyle you truly want while having a genuine impact on people's lives.

A proven model, with success stories from real clients should be a determining factor when deciding on who to help you to grow your business. I've included a whole page of our client income results (directly from them) for you to check out.

We've already helped over 100 coaches make their first \$10k, dozens have made multi five figure months, 22 of which hit 6 figures, a few made a quarter of a million, a couple made half a million, one coach we work with recently had a six figure month and another made a total of over 7 figures.

This represents tens of millions of individual impacts that our clients have had in their communities all over the world.

### 3. DO I LIKE THEM? AND ARE THEY GOOD PEOPLE?

I know this seems like a bit of a no brainer, but there's a lot of sharks out there. The coaching industry can feel like a bit of a red ocean - and there's a lot of noise from people who just want to make a quick buck.

That's not us.

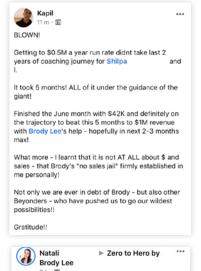
When choosing a coach, it's important to consider their mission and values. Do you align with them? Are they making a positive dent in the world that aligns with how you show up? Do they inspire you to want more for yourself and the world?

One thing we teach all of our clients in addition to the IMPACT model is something called MissionCONTROL. I won't go into too much detail here (but if you decide to join us, we'll teach you all about it).

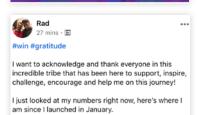
I firmly believe that n incredible life exists at the intersection of your IMPACT, WEALTH and CONTRIBUTION. This is much larger than your coaching business. And comes down to the core of why you were put on this planet...

...YOUR MISSION!









I passed \$250k in 6 months!! A quarter fuckin million!!!! That's more than 2017, 2018, 2019 put together!!!!



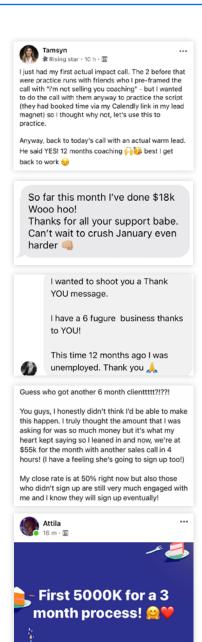
Hello hello! Just made 20K this week! YES! My goal was 40K for the month!

group coaching pricing went up to 7800 this morning versus the 5800 i charged yesterday  $\stackrel{\square}{\cup}$ 





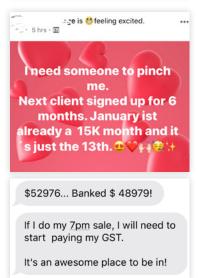
Yessssssss #unstoppable #unleashed 6666

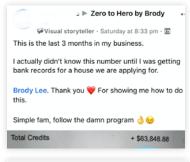




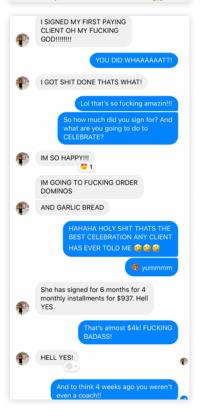
121 coaching.

So, that's £19500 in 12 days!!! £18500 cash banked.





PS I do believe you've helped me smash what he helped me do numbers wise though 😂 do you know that the \$46700 I made in 7 days, once it's converted to SA currency is is close to 800k 😱



2 comments

**O** 2



Over the next year, we're going to help

1000

coaches to have their first \$10k month,

100 coaches hit 6 figures,

coaches hit 7 figures.

**SO THAT** we can...

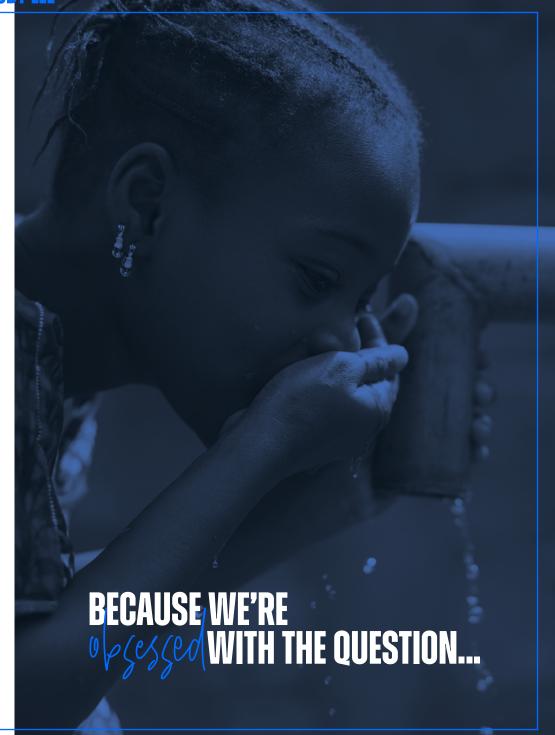
### **BRODY LEE**

## FEED 10 MILLION PEOPLE

### FROM SEX TRAFFICKING

and provide

### 100,000 YEARS OF CLEAN WATER



# WHAT IF EVERY TIME WE DO BUSINESS, COMMENT OF COMMENTAL PRINT OF COMMENT OF C

So the only question left for you to consider is...

Do you want to be one of the ...

**1000** 

coaches to have their first \$10k month

coaches that hit 6 figures

or

coaches that hit 7 figures



### JUST APPLY FOR YOUR FREE JOYNE JONE NOW.

HERE'S WHAT'S NOT GOING TO HAPPEN ON YOUR GAME PLAN CALL OUR GROWTH GURUS ARE NOT GOING TO PITCH TO YOU.

SO PLEASE LEAVE YOUR CREDIT CARD AT HOME.

### **HERE'S WHAT WILL HAPPEN...**

next 12 months. We'll dig deep on the scope and type of impact you want to have and what kind of income is really possible for you to have this year.

getting leads, who you're targeting and what your sales conversion strategy is to see what's working, and what's not.

we'll identify the #1 thing thats holding you back from growing and scaling the way you want to and map out a simple action plan to get new leads, clients and more revenue fast!"

You'll leave feeling clear, confident, and excited about taking your impact and business to the next level.

And for every call that's booked and completed, I will personally donate 100 meals to people in need.

So you literally have nothing to lose, and the world has everything to gain when you...



# Yours in impact, #aimfuckinghigher