

**BOOK NOW.
WORK LATER.**

mini training



What does this mean?

BOOK NOW.

Completing the Pre-Client Journey

- *accepting downpayment, signing the contract, saving a spot on your calendar*

WORK LATER.

Starting the project at a later time
(not immediately)

You can do this at ANY time.

Today, we are talking about Booking in 2022 & Working in 2023.

IMPORTANT:

**Your goal isn't to book the
ENTIRE 2023 calendar.**

Just kickstart it.



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determine WHO
Who are you reaching out to?
New or past clients?
Refer to your contact list!



start SELLING

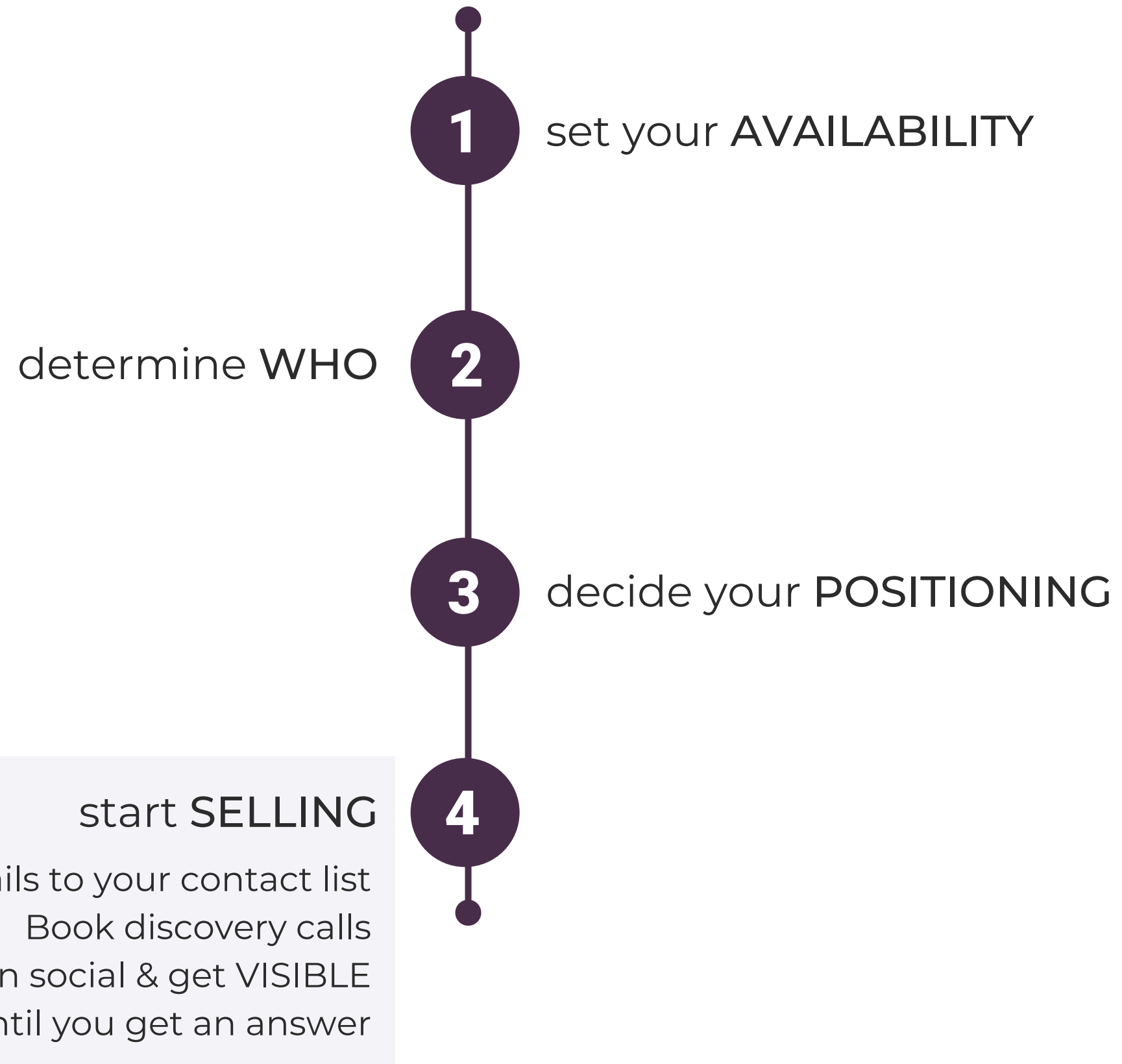
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what i did for 2022:
SMC STUDIO ✨

AVAILABILITY

all of 2022

- 8 "Digital Universe" Projects
- Up to 12 mini projects
- Space for 3-4 Continuous Support Clients

WHO

- Past Dream Clients

POSITIONING

- Limited availability
- Secure a spot on our calendar

SELLING

- Individualized email to each past client
- Link to Discovery Call
- Link to SMC Studio Availability Calendar