



**IGNITE YOUR SPEAKING POWER
MODULE #5
Melody Keymer Harper
“HOW TO AQUIRE PAID SPEAKING GIGS”**

- I. Review Red Carpet SPEAK(ers) Formula**
 - a. S = Select the problem
 - b. P = Prepare your presentation
 - c. E = Establish credibility
 - d. A = Acquire clients & gigs
 - e. K = Keep on moving
- II. How To Identify Decision Makers**
- III. How To Contact Potential Decision Makers**
- IV. How To Sell Without Selling**
- V. How And When To Negotiate**



VI. How to Determine Speaking Fees

VII. Should You Speak For Free

a. 1

b. 2

c. 3

d. 4

e. 5

f. 6

g. 7

h. 8



VIII. How to Create a Great Client Experience

HOMEWORK ACTIVITY:

1. 10 Minute online search for opportunities.
2. Make a list of decision makers (5-10)
3. What you feel your speaking fees should be.