

IGNITE YOUR SPEAKING POWER
MODULE #6
“Knowing What To Do Next”

I. Review Red Carpet SPEAK Formula

- a. S = Select the problem
- b. P = Prepare your presentation
- c. E = Establish credibility
- d. A = Acquire clients & gigs
- e. K = Know what to do next

II. How To Sell Without Selling

III. Speaking Fees

IV. How & When To Negotiate

V. Should You Speak For Free

VI. When They're Ready To Book

VII. Creating a Client Experience