



*Developing the **VOICE** to Sell Yourself with Clarity & Confidence*



with Lori Hanson
The Success Whisperer

Meet Your Sales Trainer

Lori Hanson is *The Success Whisperer*.

She is an expert on Success and Mindset and will help you see, feel and create your **next-level** success in business and life. She inspires and empowers sales “newbies,” professionals and leaders whether business owners or member of a team, to value and develop your voice, shift your mindset and learn to sell thru service. By owning your gifts and tuning your voice to possibilities, you’ll create success.



After a spending 26 years in Corporate Lori left to pursue her mission of supporting women in leadership. As a keynote speaker she has inspired and challenged 1000s of people globally. She’s coached over 300 clients to face fears and eliminate obstacles to reach their next-level. Lori integrates a unique blend, flavor and energy to elevate and empower you to excel at what you do.

Hi! Here’s a little more personal backstory about me...you see it all started with Disney’s Pollyana—at a young age, I liked the way it felt watching how a positive attitude could make other people feel good. This led me to a lifetime of observing and studying people. What they went through to create success—most everyone crashed once before they took the LEAP into greatness. So I wondered, if you’re good, what does it take to be Great?!



My journey passed through many experiences in my 20 years in tech services sales. My clients followed me because they knew I would take care of them. I had a natural gift to build strong relationships. Now 14 years after leaving corporate sales, I’m excited to share the wealth of info and experience with you—so you can join me and create raving fans that follow you for life!

Funny, I never planned on starting a business. It’s been quite a journey, yet now I am so happy my path has led me to support business women (and men) who are successful, but want help to reach their "next-level."

YOU have NO limits

STEP 1 - Package Your Sample Offer

- 1: What is one Goal, Dream or Vision for your business?
- 2: What do you want to offer?
- 3: How will it help your clients?
- 4: How will it change your life and why don't you have it now?

1: _____

2: _____

3: _____

4: _____

What Goals do you have for your sample offer?

Coaching – # private clients? Group Program – how big? Live/Virtual Seminars – how big/often?

Have you offered this service before? ___ 0-6 mos ___ 6-18 mos ___ 18-24 mos ___ 2-5 years

___ 0 times ___ 1-5 times ___ 6-10 times ___ totally comfortable delivering it

I will include the following deliverables in my offer (4-6 items):

What makes you most uncomfortable on the offer? What do you need to improve, shift?

STEP 2 - SETTING YOUR OFFER PRICE (Client Level of Investment):

What is the level of investment (not price, not cost) of my offer? \$_____

(Circle one) One-time, subscription, monthly installments? ____ Is there a pre-pay offer?

What is my level of confidence in this offer? (Scale of 1-10, 10 is high) ____

What do I feel (mind, body) when I think of this offer? _____

What do I need to shift to own my value and ask for this amount?

STEP 3 – SELLING YOURSELF WITH CONFIDENCE:

What limiting beliefs or stories are in your head related to your value and confidence?

What new belief would you like to adopt about your value and confidence?

What do you KNOW about your value that you are not owning?

What is your new affirmation? _____ I commit to using this affirmation!

You Have NO Limits

