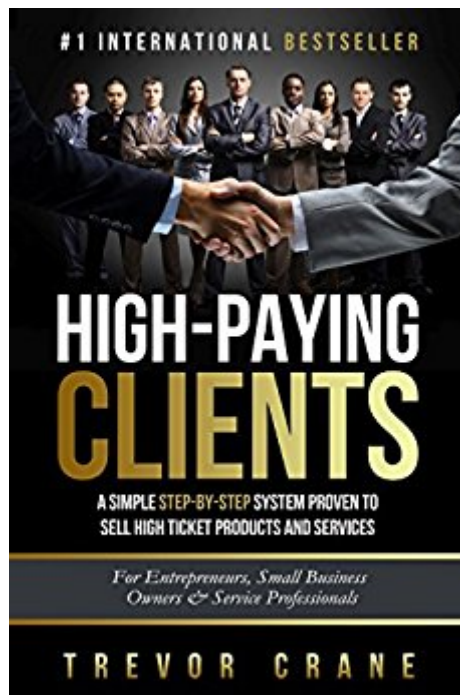




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High Paying Clients For Life: A Simple Step By Step System Proven To Sell High Ticket Products And Services (Selling Services: How To Sell Anything To ... And How To Get Clients For Life Book 1)



Synopsis

This Book Will Get You High Paying Clients for Life! If you've ever wanted to have clients who were totally awesome, who paid you a bunch of money (and were grateful to do so) then you've come to the right place. This book will reveal, THE SINGLE MOST POWERFUL PROCESS I have ever used for myself, and my clients. It will help you sell your high-end premium products and services to people who want to buy them. Even better, it's delivered in a simple step-by-step format for you to use immediately. This is book one in the series >>> Selling Services: How to sell anything to anybody, How to Negotiate and How to Get Clients for Life. You'll notice this first book is short and sweet. I could have made it 10,000 pages, and given you 8,000 strategies and techniques and selling skills for you to master. Blah, blah, blah. NOT HERE. Instead, we're going to get down and dirty. I've cut out all the fluff and hype and typical BS, so that you can get results - fast. For over a decade, I've been training and consulting entrepreneurs around the world to RE-STRUCTURE their businesses so they can have the time and money freedom they deserve. The secret: HIGH PAYING CLIENTS. In this book you'll learn: 1. Where to REALLY find high-paying clients (there's a surprise here that will transform your business) 2. How to design your OFFERS so that they are attractive to high-end clients 3. A proven STEP-BY-STEP process to CLOSE these premium clients 4. How to OBLITERATE any limiting beliefs you have that are currently holding you back -- and so much more! Here's my promise to you: The clients you wish you had are actually out there right now... just wishing and hoping and praying that someone JUST LIKE YOU would please - for the love of all that is holy - help them. So let's get started!

Book Information

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Customer Reviews

UPDATE June 1, 2015 It appears that the book finally updated. The author did state that an update would be available May 7th; however, it did not automatically update through . That may not be the author's fault. In any case, yesterday I opened the book for a refresher and it automatically updated. Finally. It appears that all the links and typos are corrected. Unfortunately, I lost all of my highlights, notes, and bookmarks which means I'll have to give it a second read. That's okay, though. Material is best absorbed by repetition and I surely don't mind. It is worth a second read. Bravo, Mr. Crane. NOW, this book deserves 5 stars! (And apparently the author listens to his readers. He appears to be sincere, as well as ambitious. Admirable qualities.) ***Prior Review*** I am not a professional reviewer, I don't know the author, and I've never read any of his other books. I feel compelled to write a review, because there are many professional readers and skeptical reviewers who are probably going to point out the obvious - so I'll sum it up for you and then tell you why this book is worth a read. So, stick around until the end of this review, change your expectations, and then give it a read. The CONS- The author claimed to be a #1 selling author on the first release of this book - yet there were no other books released on under this [author's] name- The material is littered with grammatical errors, typos - and as one reviewer put it - reads like a stream of consciousness (makes you wonder why he wouldn't hire a ghostwriter or editor for the book if he's doing so well)- The links on the website he provides in the first two chapters for the bonus material do not work (at the time of the book release)- Most of the links provided in the book either lead to sites that don't work, don't exist, are under development, or do not represent a successful author - as he claims to be- The book contains an ISBN of 0s (zeroes) and a publishing website that appears not to be functional (at the time of this book's release) (Note to the author, you might want to fix some of these things and update the book content to reflect as much) All negatives aside, now we get to the good part. The PROs- It's 99¢ (at the time of this review)- While the site doesn't work, the author does provide content and steps in the book to use as a guide and plan for

implementation- There is good, sound, and practical advice; reminders for even the most seasoned of sales persons who are experiencing a slump or might have forgotten some of the basic selling techniques- It takes a different approach from the usual of "always put the customer first" and reminds you to do that while working "smarter, but not harder" The bottom line and takeaway this author provides is: Don't sell yourself short when it comes to pricing your product or service. Someone WILL buy it at the price you are offering - but know your product, be confident about it, provide quality (product and service), and DELIVER THE RESULTS YOUR CUSTOMER WANTS. (Consumers tend to associate value with price, anyway, so you might as well make a good profit - as long as your product and service are par.) That is just a sample of what the author describes in his book (I dare say "outline"). So, if you're looking for a grammatically correct and orderly book - look elsewhere. However, if you can tolerate the conversational tone and read past all of that to see the key points within this book, I have no doubt it will deliver the results you want. (And, I agree with the author. If you are in a position where you can choose your clients, it is always better to choose those that you can work with. Disagreeable or challenging clients can damage your reputation or cause severe headaches down the road. You want clients you can work with. Smart entrepreneurs and businesses do it all the time.) I would have easily given this book five stars, but I think it's fair to deduct for writing and grammar when other five star books have at least met that standard and expectation. (Remember: You can always return the digital version for a refund within 7 days if you don't like it or find no value whatsoever in what he says.)

Trevor has a way of breaking things down in a simple way. For someone with experience sometimes we get caught up in the doing and lose sight of the mission. This book helps you define the what and why and see the forest through the tree. If you're a busy person that seems to be doing a lot but getting a little this read will help you get your head out of your A** and back in the game

I love this book! It's filled with awesome techniques to close high paying clients. I love the fish analogies, like the chapter 'ideal fish', used to make it easier to attract ideal clients. Also, it's such an easy read and gives specific examples within the sales process that anyone can use. The benchmark questions are going to help me close double the sales! Thx, Trevor!

I love this book! It is like the author is sitting in the living room with me talking straight to me. I have been in sales all my life and so some of this was stuff I have practiced a lot--but it is always great to get a reminder from a refreshing source. I especially liked the parts about how to fish in other

people's ponds and for that matter--the ocean! Living in this new, highly sophisticated, internet marketing world requires developing new skills--and absent having the skills, tapping into other people's skills. Great reminder that all the business, sales, and revenue imaginable is sitting right out there, within our gaze, but we need to develop ways to see and ways to attract it to us. I wanted to review the book right away after reading it, but I will tell you that I am going to read it many more times to make sure I am implementing all the great suggestions. Worth the time to read it, for sure.

Buy this book if the following two conditions apply to you:1. You're tired of expending excess energy and time with clients who can't afford the valuable product or services you offer;2. You want a straightforward process, doled out in an easy-to-follow, step-by-step fashion.I particularly appreciate his suggestions about improving your mindset for working with higher paying clients. Also, his specific tips on how to provide value first to bring in new clients is brilliant. It should be adopted by all.Trevor Cane has crafted a book that is easy to read, offers valuable bonus material, and best of all, tools and strategies you can immediately put to use. It's obvious why he has so many raving clients. Buy this book!

I appreciated the details and thought processes outlined. I'd definitely recommend to anyone in sales looking to outperform their competition. Great read!

Â I'm new to sales, and I read this book after reading all the other raving reviews! It was probably one of the best decisions I've ever made! I couldn't have asked for a better guideline to have for starting out. If you're going to learn from scratch, learn from the best - from day 1!

This book was worth every penny. Half way through I started applying the logic in this book resulting in better clientele instantly. Confidence, value and perspective will help you get better clients with this book's key points.

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