



SELLING WITH
GENEROSITY
success kit

1. [Join the Heart Centered Biz Bosses Community](#)
2. Print out this Success Kit so you can answer any of the questions before you catch the videos.
3. Check out the schedule and mark the talks you want to be sure to catch.
4. Put time in your calendar (30 minutes - 1 hour per day) to watch the videos and make notes about how you'll work on your sales mindset and process.
5. [Pop over to this post](#) (once you're in the HCBB Community) and tell us how you feel about the prospect of selling?
6. Optional: Purchase the workbook to go through along with the Selling with Generosity series.

Please note:

We want you to be super selective and choosy with the time you spend watching the content and to TAKE ACTION. Don't let this be another thing in your inbox that's collecting digi-dust! Take a look at the schedule and mark the ones you don't want to miss.

You'll get daily videos reminding you about who you'll be seeing at what time. You do NOT have to catch them live and all the videos will be up in the [Heart Centered Biz Bosses Community](#).

and have fun!

When you think of the word SELL, what emotions, feelings, sensations come up for you?

On a scale from 1 to 10 (1 is terrible, freaking out all the time, 10 is awesome and feels easy), how do you feel about your process of selling?

1 2 3 4 5 6 7 8 9 10

In your business, what does selling require? (Sales page, Facebook post, Work with me page, Product page)

What part of the selling process feels “stuck” to you? (clunky because you haven’t thought it through or because you feel scared of talking about your services and prices)

What do you say when somebody asks, "tell me a little bit more about your service/product"?

In the next 7 days, practice saying that to at least 3 people. Who did you tell?

How did it feel after telling them? Anything you can improve upon?

WRITE OUT YOUR ENTIRE CURRENT SALES PROCESS: If you're a **service based business owner**, what content are they seeing from you before they even think to inquire? Where do they learn about you? What happens after the inquiry? What happens after you get the job?

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WRITE OUT YOUR ENTIRE CURRENT SALES PROCESS: If you're a **product based business owner**, how do they learn about your products? What does the customer experience on their journey to purchase? How do you make them feel awesome about their purchase?

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If you felt better about selling, what would be possible for you?