



# **Breaking the Ice**

Danielle Keister

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## Breaking the Ice

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### **Breaking the Ice** Danielle Keister

A Step-by-Step Process for Confidently Navigating the Consultation Conversation and Converting Prospects into Retained Clients!

Monthly retained clients are the holy grail for service providers. Why? Because it's where the bigger, easier money is. With retained clients, there's less marketing, less administration and more consistent cash flow. Done right, your business and work become easier to manage, which means you then have more freedom to enjoy the fruits of your labor. You then have more choice in your business and any project work you take on beyond that is gravy. But getting retained clients requires a deeper initial conversation with prospects. This guide gives you the perfect step-by-step system I developed in my own practice to help you confidently conduct consultations, make your business shine and successfully convert those prospects into retained clients!



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