



# Successful Speaker Checklist Challenge

Dear Future Super Star Speaker,

If you want to be a successful paid speaker it's best to get started on the right foot.

The business of speaking is like any other business, there are things you need to know in order to get the best results as quickly as possible.

This *Successful Speaker Checklist Challenge* is a great first step to measure your readiness.

Let's get started.

## Can You Check All 21 boxes With Confidence?

If not make sure you attend our next workshop or event that will answer these questions and many more putting you on the right track to becoming a successful speaker. Because you accepted the *Successful Speaker Checklist Challenge*, we have a **FREE MASTERPASS** (valued at \$1,997) that will be sent to you. **Get Ready!**

## The Speaking Business

- I'm know the two main paths / business models to becoming a successful speaker?
- I know the three **types** of speakers that are booked to speak at events.
- I know how speaker's bureaus work and when I should seek them out or avoid them.

## Speaking on Stage

- I'm comfortable speaking on stage in front of an audience.
- I can comfortably put together a 30 – 90 minute presentation that will have the client happily to bringing me back year after year.
- I know how to keep the audience engaged and interested during my talk while being myself and speaking in my own voice.
- I know how to put together a dynamic virtual presentation.

Can you finish this sentence? 97.3% of the time the audience wants to know \_\_\_\_\_. Many speakers fail to include this important piece.

## How To Get Booked

I know the best market(s) I'm suited for based on my expertise and experience.

I know **the best person(s)** to contact when it comes to securing a paid speaking engagement.

If talking with a potential client about speaking at their event I know exactly what to send them to get their attention and have them take me seriously.

I know how clients make their decisions to go with or avoid a particular speaker.

I'm familiar with the best marketing methods to get clients eagerly contacting me to speak at their events.

I know how to generate referrals as a speaker so it happens purposely and not by happy accident.

## Income

I know the proper method to ask for my speaking fee and get it the majority of the time.

I know the proper language to use to get a potential client to reveal their budget.

I know how to get a client happy to pay me in advance. Sometimes as far as a year in advance.

## Miscellaneous

I'm an author.

I know how to get my clients to purchase the book I authored in bulk for their meetings.

I know how to put together a product / course that provides real world value to those who invest in my opportunity.

I know how to properly offer my products and services in person or virtually without coming off slimy and grimy.

**What Is Your Score? \_\_\_\_\_ /21**

Are you ready to stand on stage and share your message with the world or still have work to do? If you can't check all 21 boxes, don't try to figure out all the pieces to the puzzle alone. As promised, we'll happily send you a **FREE MASTERPASS** (valued at \$1,997) to attend an upcoming workshop or event. This is my GIFT to you.