

# **Are You Scaring Off Your Best Prospects?**

**How To Change Your Mindset  
And Massively Increase Your Chances  
Of Getting Clients Who Pay \$2,500,  
\$5,000, \$10,000 Or More**

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## **Are You Scaring Off Your Prospects...?**

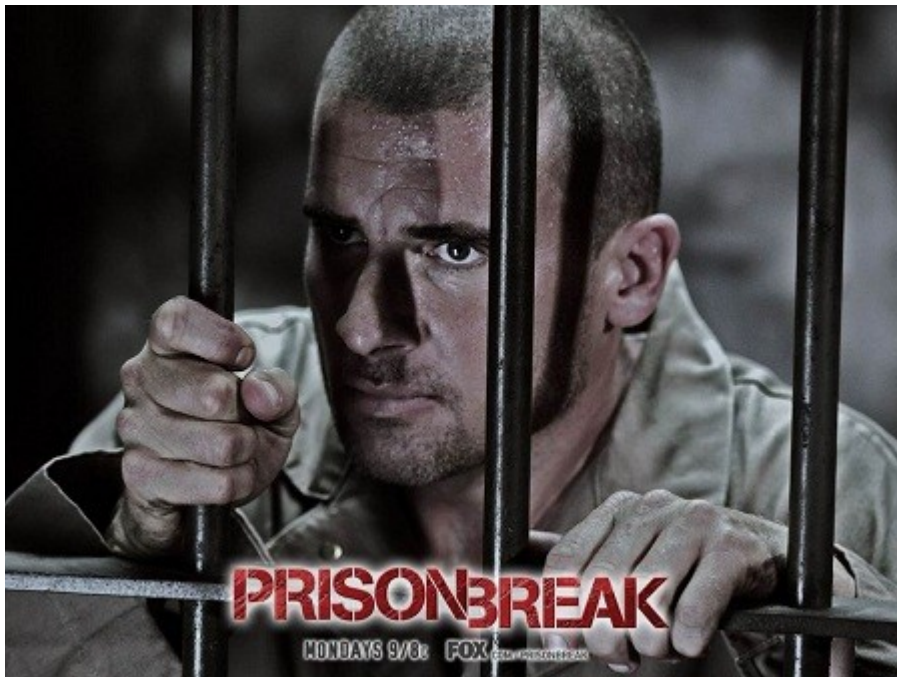
On this page you'll discover how your mindset and some of the things you're saying and doing could be scaring off your prospects.

I also reveal the simple way to change your mindset and dramatically increase the chance that anything you say and do when you're with a prospect will increase the chance of getting hired...

Better still if you nail this it's one of the biggest keys to getting projects where you get paid \$2,500, \$5,000, \$10,000 or even more...

*Andrew Cavanagh*

## **“Are You A Fellow Prisoner Or The Guy With The Keys To Help Your Prospects To Break Free..?”**



Why do many business owners feel like prisoners? And how can that help you to get hired? Read on to find out...

**I** was talking to a long time friend and restaurater. He told me that this month it would be twelve years since he bought that restaurant.

Twelve years of struggles and heartache, great months only to be followed by disasters like flooding, cyclones, an evacuation when building works above his restaurant could

have caused the whole structure to collapse.

Chefs coming and going...often with a few hours notice...sometimes with no notice at all. And staff could vary from okay to incredibly unreliable.

When it comes down to it running a brick and mortar business is a struggle.

And like my friend most business owners don't just have their businesses to worry about.

Often they're the primary income earner in their family so if the business goes bad or even just slows down their family starts to suffer.

### **The Pressure Is Unbelievable...**

And when things go bad a business owner can't just quit. Often they have most of their assets and savings tied up in their business.

It's no wonder they can feel trapped.

My friend the restaurater said to me "I've been running this business for 12 years now. If I committed murder I'd be out on payroll by now.

"But here I am still a prisoner to this business."

Most business owners feel like that at some time.

They're struggling week in and week out trying to keep their heads above water...a good month comes and they get ahead and then a bad month or two come and knock them back down again.

They desperately need help to break free from this cycle.

### **And Then You Come Along...**

The HUGE mistake many marketers make is they become too self involved.

Yes you might be struggling yourself. Yes you might desperately need a paying client TODAY so that you can pay your bills and put food on the table.

But if you really want to get hired you need to take your eyes off yourself and your problems and care a whole lot more about solving the problems of your prospects.

Getting desperate and thinking about yourself is DEATH to getting hired.

Look at it this way...

## **When You're In Prison You Want To Talk To The Guy Who Has The Keys!**

If you're focusing on finding solutions for your prospects instead of worrying about your own problems you can be like a governor or a president handing out a pardon.



Focus on sharing ideas that can make them real sales and profits and you'll be like the bright sun shining through dark storm clouds.

When you make the change this mindset of focusing in on your prospect, his problems and what's important to him comes through in everything you say and do.

You're no longer trying to use some kind of canned, sales talk or rehearsed "rebuttal" to every answer.

You don't need them.

If someone says "what's this all about?" you already know the best answer...

"I'm here to see if I can find a way that will help you bring in more sales and profits. I don't know yet what that is but I'd really love to find that with you if you'd let me."

## **You Don't Need To Be Clever If You Really Care...**

There's an old talk by the late speaker Cavett Robert who would say "people don't care how much you know until they know how much you care...about them and solving THEIR problems."

You can listen to his wisdom in this 5 minute video...

<http://www.youtube.com/watch?v=f2nZPsx8MvE>

Cavett must've had a crystal ball because truer words were never spoken for the internet marketer wanting to get high paying brick and mortar business clients.

I know your own problems can be overwhelming but you need to learn to put all that aside and focus 100% on your prospect, his interests and his problems.

Ask questions and be genuinely interested in the answers.

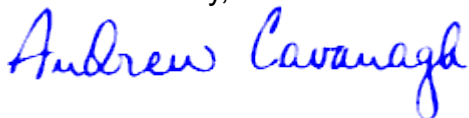
Don't think of this as a paycheck...think of it as a chance to help out another human being...to improve his situation in life.

If you start doing that you'll be amazed at where you'll be in 60 days time because the more you genuinely listen the more rapport and trust you build.

The more problems you solve and the more genuine value you provide the more you can charge your clients.

And with all that working for you, the number of clients who hire you when you talk to them is likely to rise dramatically.

Yours sincerely,



Andrew Cavanagh, CEO OfflineGold.com

Co founder Offlinebiz.com

**P.S.** Below you may find some resources that are useful to you...

## **1. "25 Different Ways To Get Paying Clients Package"**



5 years of experience and live testing went into creating the 80 page Offline Gold report "25 Different Ways To Get Paying Clients".

In this report I reveal more strategies than you'll ever need to land paying clients.

And because I know most internet marketers are terrified of using the phone or talking in person I've given you 14 strategies you can start using right now with email or regular mail. Includes a 2 hour audio and more...

[Get Paying Clients Now](#)

<http://offlinegold.com>

<http://www.offlinebiz.com>

## 2. From Offline Store Front To Online Gold Report



This 43 page report reveals a step by step system for turning an offline store front display into a long term online cash stream.

You can charge brick and mortar businesses \$500+ to explode their sales from walk past traffic.

Best of all this system works like gangbusters even without a website. If you can write an email you can use the system revealed in this report...

[From Offline Store Front To Online Gold](#)

## 3. Offline Gold Offers Unleashed Report FREE Bonus



Presenting a series of strategically designed offers in an online business or a brick and mortar business can create 2-7 times the sales and 2-20 times the profits.

When you purchase the Offers Unleashed package at the link below you'll get the Offline Gold Offers Unleashed report completely FREE.

Discover a whole range of strategies you can use to create powerful offers online and offline: [Offline Gold Offers Unleashed](#)

#### 4. Gold Membership At Offlinebiz.com



Offlinebiz.com is the premier resource for internet marketers selling their services to brick and mortar businesses.

Gold membership includes a wealth of reports, video, audio, threads and ongoing guidance from experts in the industry...

[13 Reasons To Join OfflineBiz.com](#)