

# Smashing The Glass Ceiling Telesummit: *PROVEN Strategies to Your 6-Figure (or more) Business*

**Topic: Topic:** Get out of your head, be your true self, and live a life of possibilities and prosperity!

You'll learn:

- Break down the walls: let go of limiting beliefs and excuses that are keeping you stuck!
- Shine a spotlight on yourself: you and your offering make a difference in the world...be proud...own it!
- Find your tribe, empower your tribe, and accept their gratitude without shame!



**Speaker: Jennifer Johnson**

What are curious conversations?

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So how do they differ from classic 'sales pitches'?

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What is the biggest thing that typically stands between people and their 'success destiny'?

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Why do you not buy in to the concept of 'competition'?

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Why is it so important that people for people to just be their true, authentic selves?

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## **‘How to write your ‘elevator speech’**

1. Write down 3 ways that your product or service improves lives. (Hint: Start with the 3 things that make is special to you, that will make is more authentic):

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

2. Write down 3 things about YOU that make YOUR offering unique (Hint: Start with something you would want everyone to know, then move into something that you aren't exactly proud of, and then finish with something you'd rather people not know...trust me, it will help):

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

3. Come up with 3 groups of people that would benefit from your offering (this sort of combines what you wrote above...remember, YOU are a huge part of YOUR offering):

a. \_\_\_\_\_

b. \_\_\_\_\_

c. \_\_\_\_\_

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4. Now combine parts from all three steps above, and write a couple of 3-5 sentence answers to the question, 'So, what is it that you do?'

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The Proof Question is:

The Correct Answer is: