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# GROWING BUSINESS

with *Anggrajie Kim*

AS YOU GROW YOU CAN RAISE YOUR RATES

HOW TO GET YOUR NAME OUT THERE

HOW TO CAPTURE NEW CUSTOMERS WHEN NEW AT SALES?

THE 7 FIGURE CLUB

- RESOURCE GROUP
- YOU FLY AS HIGH AS THE FLOCK YOU'RE WITH

HOW TO OVERCOME OBJECTIONS

- WORKOUT YOUR PRESENTATIONS
- BE OPEN TO POKING HOLES
- HELP - BE GENUINE

HOW TO GET FROM V.C.

- IT'S LIKE A MARRIAGE
- IT'S ABOUT RELATIONSHIPS
- IT'S A SALES PRESENTATION

CAUTION

GET COMFORTABLE

ANY RESOURCES FOR A STARTUP?

- MONEY IS ENERGY
- LOAN
- JOB
- GRAND FUNDING

HOW TO CREATE BRAND NAME?

- WHAT IS MEANINGFUL TO YOU
- FOCUS GROUP
- MAKE A DECISION
- BE FLEXIBLE
- TRADEMARK!

KNOW YOUR STARTUP COSTS

FIND DELIVERY BOYS

MAKE PARTNERSHIPS

WHO ARE YOUR BEES?

WHAT IS YOUR MONEY?

SALES = OPPORTUNITY TO HELP

- HIRED A SALES COACH
- MAKE IT FUN!

PERFORMANCE PAYLINE



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