

Kelle | The Spirit
Doctor™
Sparta

Awaken Abundance: 5-Day Transformation for Your Spiritual Business



DAY 5 – UPLEVELING YOUR INCOME

Increasing Lifetime Value – Getting a new client is the hardest part of business. So ideally, you want each client to spend more with you. Today we'll be looking at upsells and other ways of adding value to increase the average amount you make from each client.

- Checking In – How are you feeling after doing the last 4 days of evaluation?
- If you're feeling like you have way too much work to do to create a successful business, don't panic. I've got a solution for you where I will actually do the business WITH you and provide you with a proven high-ticket program that you can begin to implement effectively within 6 months. You'll be making more money within 3 months doing what you already do and then you'll add this program into the mix to give you even more. We'll talk about that more at the end of the call.

- Defining Lifetime Value of a Client – This is the total amount you will make over the life of the time the client spends working with you
- Ways to Increase Lifetime Value

#1. Upsells (one-on-one sessions, retreats, VIP days, etc)

#2. Cross-sells (complementary services and products)

#3. Follow-on programs/services – I have 3 programs that cover 25 years of personal growth work and 10 years of energetic training in just 2.5 years. Want to talk about recurring revenue? Try having 2.5 years of training to offer!

#4. Raising prices

#5. Expanding your packages/programs to be longer and therefore more expensive over time.

The Spiritual Coach Certification Program

- 124 pieces of high-quality, proven online course content that produces results and is easily sharable with your students (\$75,000 Value)
- You'll be listed on my website as a certified coach so you don't have to build a website of your own (\$2500 value)

- A learning platform you don't have to pay for (\$1188/year Value)
- Training on how to do my proprietary energy scan process which helps identify what blocks people are current dealing with and easily steps you into a conversation about how the program can help with those blocks. This will allow you to make money while prospecting for clients (\$2500 Value)
- A complete marketing plan including all collateral materials (\$50,000 Value)

- **Several 2-hour classes** that you can use to bring people into a conversation about joining the program
- **Authorization to use any of my material from my podcast** with over 300 episodes to create classes of your own
- **Complete instructions on how to make money while prospecting** for people to opt into your program

- **Lead magnets** – to get people on your mailing list
- **Facebook ad targeting** – to get the right people into your sales funnel (this is worth its weight in gold – I spent over \$5000 in ads to discover the right targeting)

- **Follow-up email sequences** – to convert your followers into clients
- **Weekly newsletter** that you can send out as is or add to for your clients

A Complete Discovery Call System (\$7500 value)

- #1.** The questions to ask in your Discovery Call Opt-in
- #2.** Pre-call email sequence to prep them to buy and weed out the people with no money
- #3.** Sales script to enroll clients

- **Confirmation email** sent to every enrolled client by my staff
- **A contract** your clients will sign when we onboard them that will set proper expectations **(\$1500 Value)**
- **We will process all your charges through our merchant account** – so you don't even have to get one of your own.
This also means we'll deal with any payment issues, expired, cards, etc. (Priceless)

- **A Team doing a TON of the backend work for you** – my team will onboard your clients, set up your discussion groups, upsell clients into the next program, send out weekly email newsletters, place ads, and more. **(\$16,800 Value)**
- **One year of weekly group coaching calls** to help you with marketing, sales, coaching, and more! **(\$15,000 value)**

**That's a total value of \$171,988
and an ongoing cost savings
of \$17,988/year**

This is the closest thing to a franchise (a turnkey business with training and marketing support) you can get in the spiritual world. Most franchises sell for \$100K–\$350K per year. Why? Because they make a LOT more than that.

And what's it going to cost you? I think you can see that the value is there and no one is offering the level of support that I am, so it's a unique offering. But I also wanted to make it affordable. So I've come up with a way for me to get paid for the value I'm providing without breaking the bank for you. Here's how it works:

Instead of \$50K or \$100K, I'm only going to charge you \$15,000.

(Considering that the program you're learning to run retails for \$2997, that's a steal of a deal.)

Then I'll add an profit share for each client you put through the system to compensate me for the rest of the value:

#1. \$500/client for licensing of the materials and coaching you on your personal work around getting successful in your business

#2. \$500/client coach supervision fee – I or one of my team will be supervising you while you coach until you are fully ready to fly solo. This fee goes away when you are fully certified and operating on your own without supervision.

#3. \$150/client admin fee – this covers the \$90 that the merchant account will charge us to put the charge for the program through plus the cost of having the admin staff do the onboarding and customer service.

In this way, I'm invested in your success – so I'm in it with you. If you're not making money, then I'm not either.

And if you're still thinking that it's too expensive, let me tell you that I have a financing company that will fund the deal for you. They can take the payments out to 5 years if you need making it MUCH more affordable. Plus, once you start making the extra cash, you'll be able to pay it off in no time.

BUT DON'T LISTEN TO ME, HERE'S WHAT JOSH HAD TO SAY:



As someone who has tried to start a spiritual practice on two occasions and struggled to get it off the ground, I will tell you the curriculum of this course changed the game for me. I make no exaggeration when I say that sales for readings went up 2500% the 1st month. That's right 2500%.

Beyond that it has given me a deeper connection to the Welcome to the Woo material. Having the opportunity to talk about it at length has only embedded the lessons learned deeper.

If you are a spiritual practitioner looking to broaden your horizons THIS IS THE PROGRAM FOR YOU. – **Joshua Radewan**

I spoke with Josh recently and he said that his monthly earnings, just from his classes and his readings were already up to **\$2000/mo.** before any sales of the program – and that's just working weekends locally – no online sales yet.

So that's it. It's that simple. You can continue to try to make it on your own and I'm certain some of you will manage to – eventually. I did. It only took me 11 years to figure out the formula. Who knows? You might beat my record.

But if you don't want to wait, then this program can give you what you need to make it happen much, much faster. And just to give you a reason to say yes today, I'll make you this one more offer: Say yes today, and I'll take \$3000 off that price – making it only \$12,000.

Say **yes** now and you'll lock in that price. Even if you have to apply for financing. Say yes and we'll hold that price for you for up to one week while you get your financing sorted out.

Q&A