



Deanna Frazier tips

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Keys to Attracting More Clients and Customers!

Hello, Everyone!

One of the things many professionals and small business owners want is "more clients" and "more customers." While there are lots of strategies, one of the best (and fastest) is to be the type of person that can provide the quality service that draws clients and customers to you like flies to honey!

The following strategies for Attracting Great Clients/Customers are borrowed from material originally developed by Thomas Leonard for Attraction University and CoachU. I am a certified graduate of CoachU and an Attraction Expert and have created this list for my readers, clients and the hundreds of people who have attended my workshops and keynote speeches.

Go get -em!

10 Keys for Attracting New Clients and Customers

- Become incredibly selfish! Yes, it's ironic, but as you take care of yourself, manage your time, your space and your life well, you have more to give and more to share. If you want more clients, take extremely good care of Client #1.
- Over-respond to every event! This is the opposite of over-reacting. Respond to phone calls, answer questions in full, take your time and thoughtfully and creatively go the extra mile.
- Add value just for the joy of it! Do more, provide more, go further than you are paid for. Caution: Don't just give more stuff, give more stuff that people really want and appreciate.
- Market your talents shamelessly! Have fun with your marketing, be proud of what you do. Laugh and joke and yell and whisper, but tell everybody! If you aren't excited, proud and energized by what you do, find another job!
- Affect others profoundly. Abandon the roles and job descriptions we all have. Connect with people, question, respond, be silly, and get "outside the box". Whatever it takes, make an impact on your world.
- Eliminate delay. Time is expensive, and wasting it is unattractive and irritating. Think and plan carefully, but in the end, only action counts!
- Thrive on the details. Pay attention to the subtleties, the small things. It's the little extras that build you up, and little slips that bring you down.
- Tolerate nothing! Clean up all the irritations, the daily frustrations and predictable annoyances of your life once and for all! Don't just fix the problem, re-design your routine so those predictable irritations never bother you again!
- Orient your life around your values. When you spend your days living in harmony with your values, you become incredibly energized, peaceful, focused and attractive!

In case you are wondering... this applies to all relationships from dating, mating and working in your career.

Have fun with this list, poke holes in it, expand it, even criticize it, but think about the idea that your professional relationships must begin with a good personal relationship. When people experience you as a balanced, open, excited person who they enjoy being with -- they'll tell their friends! Count on it!

Contact Deanna Frazier For Speaking and Coaching!

Deanna Frazer will speak to any size group or meeting. She incorporates humor and shares dating stories and advice in all of her speeches.