THE Anti-Hustle GUIDE
FOR COACHES & STRATEGISTS

How to shift your low-paying hourly customers into long-term lucrative customers.

DAY 1

Energizers

An ENERGIZER is a _____, and someone we_____ _____, who brings_____

Energizers _____ our success.

Your Energizers fill 3 roles:

1 Someone who is _____and not _____.

Ex. A _____ client who is having a hard time _____.

2 A client where you are getting _____, but you know you could do more if you had more _____.

Ex. A client who has_____ outside of your normal _____,

3 Someone who is using _____ to help them, and you can easily _____ to help them.

Ex. A client where you know you can become their _____.

These energizers are your _____.

DOWNLOAD

The Shift List from the 'Resources' section of Day 1
(instructions are provided in Day 1 video at 9 min mark)

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Your goal: Uncover _____ to shift from_____
_____to _____.

Your task is to figure out _____.

This is where _____ come into play.

People don't buy _____, they buy _____.

Not one person is going to buy into a long term agreement with you because_____
_____.

They might do it because you are the _____ to their _____.

This is the most important part of this exercise because _____ are made on _____, not _____.

If you can figure out the _____ that will_____ your client, what is it that they are _____, then you have _____.

It's your job to know _____.

The best way is to _____.

Pay attention to _____.

The key is to understand how _____.

Dreams are: _____

Example of a dream:_____

Goals are _____

Example of a goal_____

You also need to know their _____ and _____.

These are their biggest _____ to achieving their _____.

Congratulations, when you have done _____, you have just uncovered _____ and to the _____.

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