Save 10+ hours & focus on the right clients

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How Do I Find The Right Client?

How many times have you asked yourself this question after spending hours trying to close a deal with a client? Then you realize, they don't have a budget to pay you for your services. I know it sucks to hear a no after spending hours on the call and creating a customized proposal. I'm here to help you build a system that will save 10+ hours.

Divya Shah
Brand Strategist

Step 1

Pre-Qualifying Round.

Inbound leads make all of us happy. But, keep your horses tied, and be happy only once you're sure it is your ideal client.
So, how will you find out if the prospect is your ideal client or not?

Ask these questions even before you hop on the call with them.

1. What are your exact requirements? Ask them to be as specific as possible.
2. What is your budget for the project? (There are chances the client hasn't thought of a budget.)
3. What is the expected timeline of the project?

Need More Help?

Book a 1:1 Consultation Call

Step 2

If You Feel The Prospect Is Your Potential Client.

What Next?

Send them a form with the next set of questions to prepare for the discovery call. (PS: Create a standard form using Google form or type form to save your time.)

Some common questions to include apart from name and contact.

1. List of their competitors they like and dislike.
2. Their social media handles, and its analytics (if possible)
3. How did they find out about you? (To fix the leakage in the funnel.)

Book a 1:1 Consultation Call

Step 3

Book A Discovery Call

This is what you need to prepare before the discovery call:

1. Based on their requirements, try to gauge the hours you would be putting in for the project. It can be tentative.
2. Get your base price ready based on their requirement. When you quote the pricing on the call, the client will quickly tell you if it fits their budget or not. This will save your time from building one more proposal and wasting time.
3. Understand their competitors, the loopholes in their marketing and positioning, and how you can help them.

Need help with pricing your services?

Book a 1:1 Consultation Call

Step 4

The Client Agreed, Yaayy!

What next?

Send a form to collect all the answers beforehand. Include all of these points apart from the name.

1. Asking for their company address and the name on which you will raise the invoice.
2. Mode of payment. (Offer them options to choose from.)
3. Questions to get you started with the project. This is to avoid bugging them time and again with your queries.
4. Asking for their availability to get on a call to start the project.

Stuck somewhere, and need help?

Book a 1:1 Consultation Call

Step 5

Get The Templates Ready

If this is the first client you're onboarding, now is the right time to get your contract and invoice template ready, as you're still waiting for the client to revert.

Your contract should include the following details:

1. Details of you and your client.
2. The deliverables you have agreed on.
3. Project Type: Is it a ghost project or you will be given the credits?
4. Mode of payment, account details, payment terms and conditions.
5. Your working hours and decided mode of communication.
6. Contract duration and renewal date.

Need more help? Book a call

Save 10+ hours with this failproof system!

My journey started a year back, and after a lot of experimentation, failures, and successes, I have picked up these 5 steps in the sequence to help me save my time.

My time is money, and who wants to waste money?

I don't guarantee you'll earn that dream 6-figure income with this guide, but I can guarantee that you'll save a lot of time with this guide and use the time to upskill yourself.

Upskill -> Step towards that 6-figure income.

Are you stuck somewhere?
A call with me is all you need.

BOOK CONSULTATION CALL