



Client Acquisition Mastermind

The Art of Building a Vibrant Client Base

Client Acquisition Mastermind is BL Networking's 12-month signature business development system!

We designed this proven effective system to help you acquire the steady flow of ideal clients you need to be successful.

This customized step-by-step program will give you all the necessary knowledge, coaching, tools and hands-on practice you need to realize your business goals ... and the lifestyle you desire.



Networking

Business Connections Made Simple!

In **Client Acquisition Mastermind**, you will have the tools and the skills to confidently:

1. Get into the right “Business Development” mindset
2. Nail down exactly WHO your ideal customer is.
3. Identify where to find them.
4. Present yourself and talk with your client base and keep their attention and interest.
5. Deliver an effective “elevator speech” that gets attention!
6. Connect with people where they are at (this step is easily missed)
7. Carry out an effective and orderly follow-up to keep your pipeline full of ideal clients signing up for your products or services.
8. Build sound, win-win relationships with other businesses in your community (Joint Ventures) where they easily and happily refer clients to you.
9. Close business deals effortlessly!

"I have overcome my fears and now have confidence in myself. I now do things I could never have dared before."

-Valerie Richardson



"I now realize that I can achieve my personal goals as well as my business goals. If you are serious about improving yourself and your skills, I guarantee you, you will see the difference. I know I have."

- Annie Livingston

We realize that we come may across perhaps bold and confident, but that is simply because we have a track record as attested to by our own client base’s many rave testimonials!

THE DETAILS OF CLIENT ACQUISITION MASTERMIND

BUILDING YOUR CUSTOMIZED ROADMAP

We will work with you to build a customized strategy and plan that fits your professional needs and unique situation. Every 4 months, we will do a review, evaluate your progress with you, and adjust your plan as needed.

LEAD GENERATING MASTERY BOOTCAMP

It all starts with getting leads. Our bootcamp has 2 parts.

The first part is truly nailing down in detail **WHO** your ideal clients are (businesspeople often assume they know but later learn differently). This way, you are always talking to real, well paying, potential clients.

The second part is discovering how to find them. After this you will be set with a non-stop stream of the clients **YOU** want and who want you!

FOLLOW-UP MASTERY BOOTCAMP

In a recent survey, 97% of the business owners and professionals confided that they were challenged with client follow-ups. Unless you discover the secrets behind effective and successful follow-up you will not be able to join the 3% who “get it.” Bootcamp delivers those secrets.

CLOSING DEALS MASTERY BOOTCAMP

Many businesspeople can easily make good presentations. However, that very last step at the end, closing the deal is seldom mastered. Again, it comes down to proper and **WORKABLE**

KNOW-HOW. And with confidence comes mastery. This bootcamp will give you both.



PERSONAL, ONE-ON-ONE COACHING:

The most successful people in the world, and in all industries, DO GET COACHING. Tiger Wood, Serena Williams, Lee Iacocca, Michael Jackson, and Oprah Winfrey all valued their professional coaches. Getting coaching is no longer just “a good idea”. It is a MUST if anyone is serious about achieving successful results. One-on-one coaching is a major pillar of this program! Every two weeks, you will receive a half an hour of personalized, private coaching.

IMPLEMENTATION GROUP COACHING CALLS

Twice a month, join in on a call with other entrepreneurs. The coaching call begins with 10-15 minutes of Business Development education, followed by discussions on successful applications of what has been taught so far, Q&A, and group coaching. The focus is on ensuring you can implement what is being taught.

Q&A CALL-IN'S

If at any point you have a question or need feedback on your progress, attend an exclusive group Q&A call. These are offered twice a week to get the answers you need right away.

ACCESS TO OUR PREMIUM ONLINE EDUCATIONAL LIBRARY:

Gain additional valuable knowledge with access to interviews from our TV show featuring over 150 successful entrepreneurs. Topics cover virtually every industry. To put it simply, we are handing you here the keys to our library!

EVENT/FIELD TRIP BUSINESS EVENTS:

Participants have opportunities to attend events or travel with Basile Lemba, the founder of BL Networking on specially selected business excursions. There, you can get:

- Hands-on training and coaching.
- Knowledge of how to build joint venture partnerships to achieve even greater rates of growth in your client base.

(Note: Travel and event ticket costs not included)

MEMBERSHIP TO “ENTREPRENEURS NETWORKING BLUEPRINT” FACEBOOK SUPPORT GROUP

Get instant access to Basile and to fellow students and others who have mastered the art of building a vibrant client base from this program. Ask your questions and collaborate with a like-minded community of supportive and successful business owners.

GROUP/TEAM MEMBER WEEKLY ACCOUNTABILITY MEETING

Accountability is and always will be the ruler for measuring our clients’ progress and sustained mastery in the program. Meet regularly with those who went before you and help those who follow in your footsteps. We make it a part of this program because we know that it will be extremely beneficial to you, having seen what it has done for our past students.

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WHAT WOULD THIS ONE YEAR MASTERY PROGRAM BE WORTH TO YOU?

Think of the benefits to your business, even while you are taking the program. Greater confidence, clearer direction, new skills, and methods for defining, findings and connecting with your growing client base!

Here is what we determined would be the value of our Signature Business Development System if you bought it “a la carte” based on what other business development programs charge for less:

BUILDING YOUR CUSTOMIZED ROADMAP <i>(w/quarterly follow ups)</i>	\$5,000
LEAD GENERATING MASTERY BOOTCAMP	\$2,500
FOLLOW-UP MASTERY BOOTCAMP	\$2500
CLOSING DEALS MASTERY BOOTCAMP	\$2500
PERSONAL, ONE-ON-ONE COACHING <i>(twice a month =24)</i>	\$6,000
IMPLEMENTATION GROUP COACHING CALLS <i>(twice a month =24)</i>	\$6,000
Q&A CALL-IN'S <i>(twice a week)</i>	\$5,000
ACCESS TO OUR PREMIUM ONLINE EDUCATIONAL LIBRARY	\$3,975
EVENT/FIELD TRIP BUSINESS EVENTS	\$5,000
MEMBERSHIP TO “ENTREPRENEURS NETWORKING BLUEPRINT”	
FACEBOOK SUPPORT GROUP	\$3,990
GROUP/TEAM MEMBER WEEKLY ACCOUNTABILITY MEETING	\$6,000
COMPARABLE VALUE	\$48,465
BONUS (For Immediate Sign-up)	
1 YEAR ACCESS TO ALL BL NETWORKING BREAKFAST EVENTS as a PATRON with FULL BENEFITS	\$ 325
SPECIAL PDF REPORT ON THE 5 SECRETS TO SUCCESSFUL NETWORKING	\$ 300
1 hour of IMMEDIATE Private Networking Coaching with Basile	\$ 500
Overall and Comprehensive Business Evaluation	\$3,000
TOTAL BONUS VALUE:	\$4,125
TOTAL VALUE	\$52,590



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RAVE REVIEWS FROM PARTICIPANTS



“This was transformative. Prior to it, I felt uncomfortable attending networking events because ***I thought they were all about sales.*** Now I feel empowered to attend events and speak with people. I’m actually looking forward to using the tips and techniques I learned. - Raychl Speigner

“I was very glad I attended this program. It brought light to a lot of things I couldn’t quite connect. I think the exercises were excellent. I actually made a sale on my first phone call. You did an excellent job of explaining things.”
- Sonin Jones

“I have always attended events in the hope of getting business. However, I always saw it in the end as a waste of my valuable time. (After this program), I now have the confidence I need to attend any event and I know this will definitely increase my business income. Thank you!”
- Esi House, Massage Therapist

“(This program) is full of great recommendations, tools, and action for an amazing network experience. It helps you understand all the things you need to do in order to network the right way. Networking is a kind of art, and here you learn the proper techniques for it. If you really want to make your network your net worth, I recommend you participate in this program. You won’t regret it!”- Virginia Dinzey-Taveras, Certified Pumpkin Plan Strategist, Re-writing Your Business Story

“I came to this... feeling very uncomfortable about networking. This program opened my eyes to the mystery of Networking/Business Development and, provided me with a good toolbox of how to drum up some business very effectively. I would highly recommend this course to everyone on a business and/or personal level” Esther Searles, LED SOURCE





Client Acquisition Mastermind Application and Payment

NAME _____

COMPANY _____

BILLING ADDRESS _____

CITY _____ STATE _____ ZIP _____

EMAIL _____

PHONE _____

CHOOSE YOUR PAYMENT PLAN

ONE TIME PAYMENT _____ PAYMENT PLAN (We will set up a plan that works for you!)

CIRCLE ONE: VISA MASTERCARD AMERICAN EXPRESS CHECK

CREDIT CARD NUMBER _____ EXPIRATION DATE _____

AUTHORIZED SIGNATURE _____

Terms and Conditions Agreement:

This agreement is governed under the laws of the state of Virginia. Any action at law or action at equity brought by either of the parties hereto for the purpose of enforcing a right or rights provided for by this agreement shall be tried in the city of Fairfax, Virginia. All parties hereby waive all provisions of law providing for a change of venue in such proceedings.

30-Day 100% Money Guarantee. BL Networking is committed to serving you with excellence. If, for any reason, you feel that your experience is anything less than excellent, please let us know and we will make any necessary changes to help you achieve success for your business. All our programs are covered by a 30-day, 100% money back guarantee. If, for any reason, you decide to cancel your participation in Client Acquisition Mastermind within the first 30 days, we will gladly return your payment in full.