



# Client Coaching Clinic based on the Position Your Bucket to Catch the Rainfall™ System

## Webinar Guide for Life Coaches & Business Coaches

1. There are 2 types of coaches, those who have \_\_\_\_\_ and those who don't.  
Or in other words, those who help many people and those who are having trouble helping \_\_\_\_\_.
2. You need to understand the difference between the \_\_\_\_\_  
\_\_\_\_\_ and everyone else.
3. Three ways to boost coaching income are: more \_\_\_\_\_, more \_\_\_\_\_  
per client and \_\_\_\_\_ relationships.
4. Your \_\_\_\_\_ can work against you.
5. The answer at the top of the pyramid (making more income) is three parts:
  - Identify the \_\_\_\_\_,
  - Eliminate \_\_\_\_\_, and
  - Convert into \_\_\_\_\_.
6. Let's start with, Reverse the \_\_\_\_\_, which refers to focusing on the client's  
\_\_\_\_\_ and not on \_\_\_\_\_.

7. How is the “Commercially Responsive Buyer” \_\_\_\_\_ from everyone else?

8. The most common mistake is going after \_\_\_\_\_.

9. Three types of people exist.

- Those who will \_\_\_\_\_ buy from you;
- Those who are \_\_\_\_\_ to by from you, and
- \_\_\_\_\_.

10:

WHO WILL NEVER BUY

WHO IS READY TO BUY


11. The common misconceptions about having a narrow niche are:

- Niche \_\_\_\_\_ your income, and
- Your \_\_\_\_\_ is a niche.

12. Your ideal niche is at the intersection of:

- Your \_\_\_\_\_,
- Your \_\_\_\_\_ / \_\_\_\_\_, and
- What’s \_\_\_\_\_, meaning does your client have \_\_\_\_\_?

13. For a highly profitable niche, your target audience needs to be:

1. Easy to \_\_\_\_\_,
2. \_\_\_\_\_,
3. Interested in \_\_\_\_\_,
4. Motivated to \_\_\_\_\_ in transformation, and
5. Narrowly (clearly) \_\_\_\_\_.

14. An effective niche is \_\_\_\_\_ + \_\_\_\_\_.

15. A lucrative niche has your \_\_\_\_\_ + \_\_\_\_\_  
+ \_\_\_\_\_.

16. The more people you can help, the more of a \_\_\_\_\_ you may have.

17. 10 Issues About Your Niche That Other People Would Not Know

- |         |          |
|---------|----------|
| 1 _____ | 6 _____  |
| 2 _____ | 7 _____  |
| 3 _____ | 8 _____  |
| 4 _____ | 9 _____  |
| 5 _____ | 10 _____ |

18. How do you apply this to getting clients?

- Identify the \_\_\_\_\_,
- Eliminate \_\_\_\_\_, and
- Convert into \_\_\_\_\_.

19. You'll convert more website visitors into buyers by:

- Building your website around their most important \_\_\_\_\_ rather than your service or product.
- Letting them \_\_\_\_\_ message their questions, and
- Selecting the right \_\_\_\_\_ for your business.

20. The biggest problem coaches have... your success is less dependent on what you \_\_\_\_\_ than what you \_\_\_\_\_.

21. A personal coach gets you to \_\_\_\_\_.

22. Your best referral sources dry up because of \_\_\_\_\_, new \_\_\_\_\_, new friend or \_\_\_\_\_, insurance or \_\_\_\_\_ change, or \_\_\_\_\_.

23. When does it happen? The worst possible time, when you are \_\_\_\_\_.

24. Why does it happen? They treat their coaching business like a \_\_\_\_\_.

25. Position Your Bucket to Catch the Rainfall™ is designed to help you create a \_\_\_\_\_ of new clients., so you:

- Win more \_\_\_\_\_,
- Hold them \_\_\_\_\_, and
- Help \_\_\_\_\_ people.

26. Marketing is broken into 4 simple steps: \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.

27. Remember, some people will \_\_\_\_\_ buy from you, while some are \_\_\_\_\_ right now.

28. The 9 parts of the Position Your Bucket™ system are:

1. Know your \_\_\_\_\_,
2. Become THE \_\_\_\_\_,
3. Position your bucket to catch the rainfall,
4. Reverse the \_\_\_\_\_,
5. Eliminate the buying \_\_\_\_\_,
6. Separate the \_\_\_\_\_ from everyone else,
7. Dial up the \_\_\_\_\_,
8. Up the \_\_\_\_\_, and
9. Manage your \_\_\_\_\_.

29. \_\_\_\_\_ steps turn into life change.

30. We start with proprietary \_\_\_\_\_, then we identify physical and emotional \_\_\_\_\_, then we build a \_\_\_\_\_.

31. From here, every week you commit to some \_\_\_\_\_.

32. All you have to do is \_\_\_\_\_.

33. Just tell us where you are and where you want to go and we'll start.

Because it involves \_\_\_\_\_, even if the goal wasn't perfect, people end up \_\_\_\_\_.

34. It works with \_\_\_\_\_ and with \_\_\_\_\_.

Look at all you get:

- ➔ 1 Year Membership
- ➔ 16-Week Action Program w/ 8 Weeks of Live Coaching Webinars
- ➔ Mastermind Teams
- ➔ Monthly Training with Q&A
- ➔ Private Coaching Call
- ➔ Ongoing Email Support
- ➔ Private Facebook Group
- ➔ Video and Action Guide Programs
- ➔ Additional Videos, Templates and Cheat Sheets



Helping You Make More Money

**Position Your Bucket to Catch the Rainfall™** is a mentoring program created specifically for life coaches and business coaches.

PositionYourBucket.com

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