

How To Get High-Ticket Clients

The exact process that lead to
my first \$2,000 client



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Introduction

Getting your first client online can be challenging, especially if you are starting out as a new coach, consultant, or freelancer.

I was able to get my first client online comparably fast... by using an **old and time-tested networking strategy**.

The keyword is: Conversation. When you learn how to have helpful conversations with strangers online, you are 90% of the way there.

In this guide, I will share some strategies that will help you attract your first client online and what is the **BIG MISTAKE** you need to avoid.

I have also recorded a video explaining this process in greater detail. Click [here](#) to watch it.

Let's get started!



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STEP ONE

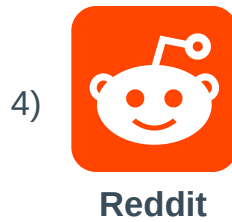
Pick Your Platform

Getting your first client online requires careful consideration of your time. While it may be tempting to be present on all platforms, spreading yourself too thin can be counterproductive.



Instead, it is better to focus on one single platform that you feel most comfortable with. **To increase your chances of securing your first client online.**

At this time, these are the **5 Most Widely Used Platforms:**



STEP TWO

Join Existing Communities



In which of these groups is your ideal client hanging out?

Every platform has millions of groups and subgroups centered around a passion or interest.

Don't waste days and weeks on finding the perfect platform. **Make your best guess, trust your intuition on this, and pick your platform.**

Here are the things you can do.

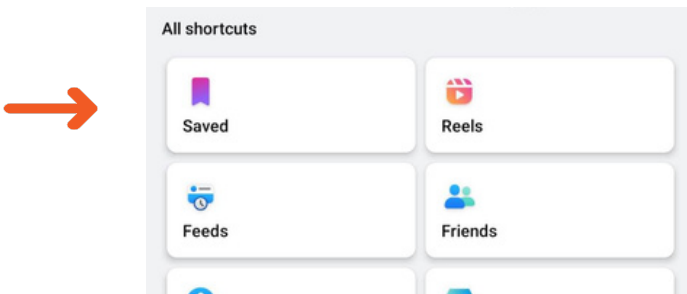
1. Find two to three such communities on your chosen platform.



2. Join these groups or communities.

3. If there is an option to follow, then also follow them.

4. Bookmark their links on your computer or phone.



TIP: Choose a community that is large enough and very active (daily posts / comments).

STEP THREE

Be Active Everyday

Be active in your chosen groups every single day.

You have **ONLY ONE** single goal: **BEING HELPFUL.**



That means you wanna do two things daily:

- Answering questions that people ask.
- Sharing helpful information.

**IMPORTANT: DO NOT promote YOURSELF.
DO NOT be NEEDY.**

**SPECIAL
OFFER!**



It takes a long time to build trust online AND it can take only one sleazy, self-promotional post to lose all the trust with them and be ignored.

Don't be needy. Be helpful and be a valuable member of the community you chose.

STEP FOUR

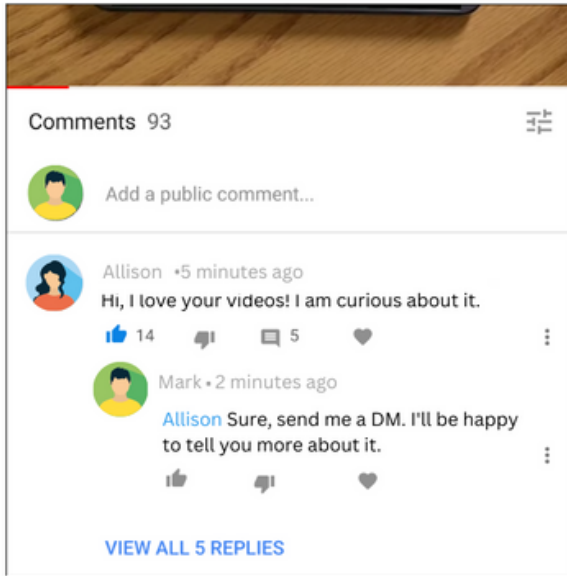
Take It To The DMs

By being active, helpful, and resourceful every day, people will start to be curious about you. Then potential clients now want to have a conversation with you. Take it to DMs.



DM = Direct Messages

Every platform has a way to message a person privately, and this is how you want to follow up with people.



When someone becomes curious about you, that means they want information from you. When that happens, you answer them with the script below.

SCRIPT: “Sure, send me a DM. I’ll be happy to tell you more about it.”

When they started sending many DMs to you, you'll know you are doing things right.

STEP FIVE

Schedule A Call

When do you schedule a call? Consider these four essential elements:

- The other person is actively chatting with you in the DMs.
- You have both sent each other a few messages back and forth.
- They ask questions or request help.
- It becomes clear that they need your help.

You can answer them with this script:

“I could help you better if we talked on the phone about this. When would you have time for a quick call? We can also use Zoom or WhatsApp for this.”

After you wrote that, usually one of 3 things will happen:

- A) You don't hear from them anymore.
- B) They don't want to have a call with you; but they continue asking you for help in the chat.
- C) They agree and want to talk to you.

When your time is very limited, then the first two reactions are dead-ends. That means they *don't* want to talk with you so don't chase them down.

Look for people who want to get on the phone with you. And when they agree, that's the time you schedule a call with them IMMEDIATELY.

Be sure to settle on these details to organize the call:

- Date
- Time
- Medium: Phone / Zoom / WhatsApp

STEP SIX

Do The Call (Script)

IMPORTANT: This is NOT a sales call. Don't call to pitch something.

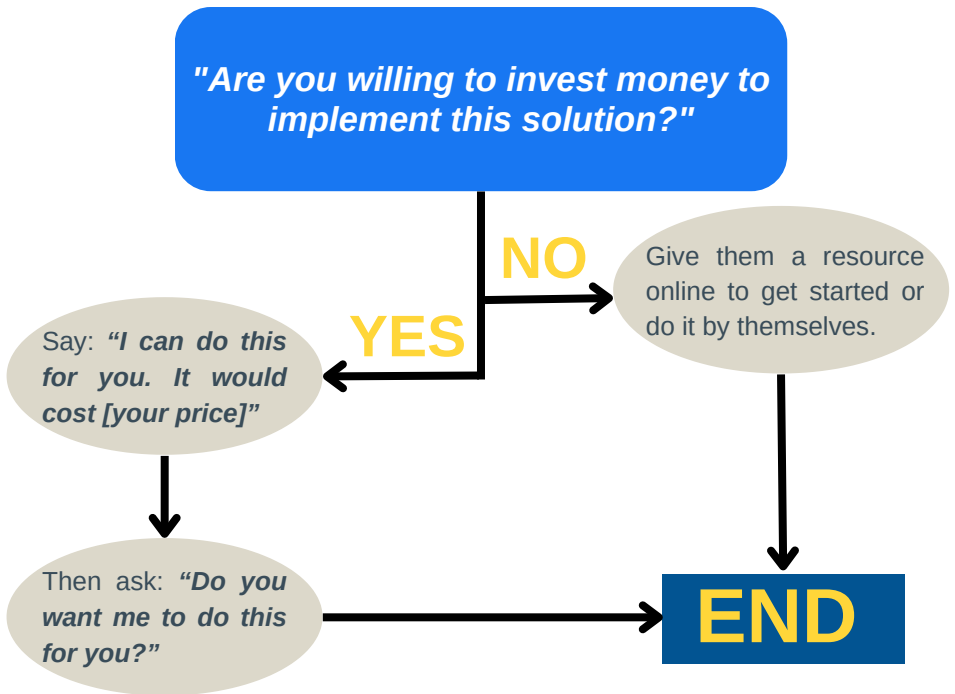


The goal of this call is to:

- Ask questions.
- For you to understand exactly what their problem is.
- Check to see whether you might be able to help them.
- If you can help them, give them the answer right there on the call.

If they like your answer, now comes your final questions. See it on the next page.

Here goes the final question:



This is the end, and both outcomes are great. **Either** you get a new client, or you helped someone a lot.

! If they don't become your client: Ask for referrals. Ask: "Do you know someone who would be interested in my service?"

Big Mistake To Avoid



Never talk about yourself uninvited.

Online communities are allergic to self-promotional stuff. Don't talk about how educated you are or how many videos you have recorded.

Wait for others to ask about *you* and what *you* do. **If there is any hint of self-promotion, you have to rebuild your trust with them.**

Conclusion

And there you have it. **This is how you get high-ticket clients.**

- 1. Help publicly on the platform.**
- 2. Help in the DMs.**
- 3. Help on the phone.**
- 4. Ask if they want to invest money to get the result.**
- 5. If yes: Offer to do it for them and state your price.**

I challenge you to have 10 calls like this and find your first client online. (Experience shows it takes fewer than 10 such calls.)

About The Author

I'm Morris Grand, the founder of creategrowprofit.com and I help coaches, consultants, and service providers find clients online.

My clients often need help with their

- Content
- Landing pages
- Sales funnels
- Email marketing
- I even help with perfecting their sales skills (like selling over the phone or on Zoom).



I also lead & facilitate a mastermind for video creators.

If you want to get clients online but are not sure how to create your own videos, then book a call with me (it's FREE but slots are very limited). I'll answer as many of your questions as we can squeeze into one session.

Morris

[Click Here To Book A Call](#)