

100+ Ways to Become a Client Magnet FAST

Are you out of ideas on how to optimize your business and to grow your list? Here are over 100 ways to become a Client Magnet and to draw new ideal, paying clients into your business.

- Created a detailed marketing plan
- Complete a weekly marketing plan
- Meet people for coffee every week
- Get connected with your chamber of commerce
- Have all the business equipment you need
- Hire an assistant
- Delegate all non-client or marketing related tasks
- Have a list of signature talk titles with outlines ready
- Create a Linked In profile and join groups
- Create group programs
- Position yourself as a problem solver
- Get an 800#
- Host brainstorming sessions with clients
- Package what you know
- Create a daily organization sheet
- Use a tracking system like Pipe Drive to stay on top of your prospects
- Schedule marketing related tasks together
- Set up a table at local events
- Create a client magnetic brochure
- Become known for just one thing
- Schedule get acquainted sessions one on one
- Change your office phone voicemail to one that is client magnetic
- Create a signature talk that your ideal clients will gravitate towards
- Ask for referrals
- Write out your Unique Selling Propositions
- Get a Customer Contact Management Software system
- Keep a running low hanging fruit list
- Master the money conversation
- Learn to close the sale authentically
- Do more client magnetic videos
- Become a guest expert on a Blog Talk radio or Twitter Chat show each month
- Offer a results guarantee
- Create an idea journal
- Mind Map
- Refine Your Problem Progression Plan
- Spend 2 to 4 hours marketing each day
- Make 90 minutes of prospecting calls per day
- Create your HOT 25 List and keep it updated
- Develop a vision board
- Focus on Revenue Generating Activities during work hours
- Teach tele-seminars
- Create a group on Facebook
- Set up a Facebook Fan Page
- Get a client magnetic email signature
- Become known as an expert
- Start a brand campaign
- Get a professional logo
- Contribute to magazines—online and in print
- Blog frequently
- Develop an article attribution box
- Create a powerful call to actions
- Become a guest blogger on frequently visited sites in your industry
- Offer incentives to pay in advance
- Write 1-3 handwritten notes per day
- Keep a list of organizations that need speakers
- Accept credit cards
- Have payment plans
- Shift the way you work in your business
- Clarify your ideal client
- Strategize Your Incredible Factor (USP)
- Join a structured networking group
- Develop your power statement
- Learn your results oriented elevator pitch
- Upgrade your website with client magnetizers

- Have three distinct options for your clients
- Raise your prices to attract better clients
- Make sure your free offer is client magnetic (if you get less than 15 opt-ins each week, change it)
- Create packages instead of ala carte choices
- Start booking speaking engagements where your ideal clients gather
- Create a client magnetic business card
- Stop offering discounts
- Network every week
- Create a client profile that highlights birthdays anniversaries, other key milestones
- Develop an Advisory Board
- Start hosting your own workshops and events
- Join associations that have your ideal clients
- Write a book
- Get a good marketing and business coach
- Focus on the problems you solve not the processes
- Get client success stories
- Set up a referral incentive program
- Talk about the benefits and results not features
- Expand your circle of influence
- Solve a SPICE Problem
- Use client success stories in marketing materials
- Join the board of a local organization
- Create scripts that work and memorize them
- Use key words that resonate with your ideal client
- Organize your office for efficiency
- Create a warm letter campaign
- Start an E-zine
- Write more articles
- Burn the Box in your marketing
- Host a live workshop in your area
- Give free talks at the library
- Host a preview evening once a month
- Use surveys monthly
- Submit your articles to multiple article websites
- Send 10 targeted emails daily
- Join all networking websites in your industry/niche
- Send client update letters
- Periodically pick up the phone to speak to previous clients
- Create a new IFO for a product that you created
- Look for a new JV partner
- Host a free preview call
- Create a brand board
- Offer quick decision savings
- Write down 50 ways to make more money in your business once a month
- Brainstorm new products and services
- Follow Up with Old Prospects
- Offer a discovery session
- Call clients and ask them to refer 5 people
- Do random website reviews of people who could use your services
- Confidently position your products
- Create an www.askyourname.com feature on your website
- Tweet client magnetic posts
- Interview an expert in a non-competitive industry to grow your list
- Have and test multiple free offers to see what gets the best conversion
- Write all of your product campaign marketing copy in one sitting for effectiveness and cohesion
- Join a mastermind
- Do a referral blitz

Do you need additional help with optimizing your business and becoming a client magnet?

Call our office at (888) 801-5794 or [click here to apply for a session](#) with an Incredible Factor Relationship Manager