



# 7 Step Permission Based Sales Process

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An effective, feminine, and permission-based 7-step sales method is designed to create a sales process that is both successful and aligns with a more empathetic and nurturing approach. This method prioritizes building strong relationships with potential clients, honoring their boundaries, and seeking their permission at each stage and establishing yourself as someone who deeply cares and will be in service to that person.

## **Step 1: Establish a Heartfelt Connection**

Begin by building a genuine and heartfelt connection with your potential client. Create a safe and nurturing space for the conversation to unfold. Share your authentic self and invite them to do the same.

## **Step 2: Discover where she is at.**

Understand what she is going through right now in different areas of her life. Sometimes they will just open up and that's great but if not it's not her responsibility to help her make it safe to go there. So ask open-ended questions and get to her pain right now.

## **Step 2: Craft and Clarify Vision.**

Clarify her future vision, amplify her vision, celebrate how far they have come and EXPAND her vision, this is where you come in as someone who is not just stopping at what she can see but you are willing to see, paint a picture and help her craft something beyond her dreams :)

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## **Step 4: Discover why she needs you or services. Do not stop until you understand what she is going through and that she needs you, IF YOU DO NOT AGREE THAT SHE NEEDS YOU DO NOT EVEN BOTHER to PITCH!**

Once permission is granted, offer guidance and insights that align with their needs and desires. Offer your solutions with empathy and understanding, focusing on how your services can benefit them personally.

## **Step 5: Permission → Offer → Pitch**

It is time for you to divinely lay out the journey you can even ask for 2 minutes to map out exactly how your programme/services will help her/him.

By now she should feel that you care for her and she is open for you to guide her into your solution/service/programme. Do not pitch IN RUSH, OR WITH CONFUSION! You should be deeply clear and in integrity with the the fact THAT YOUR OFFER WILL HELP HER/HIM.

## **Step 6 - Choice?**

Are you in? Hold space but be assertive it is time for them to lean in and you to receive. If objections arise handle them confidently and with care and show them how it's just a fear present in this state of their consciousness/mind.body/sexuality/business!

That once they work with you or how your process will help them to get to their OUTCOME.

Fear is a perfectly normal emotion I want you to lean into the client's fear and address it with clarity and conviction.

**Step 7 - End your sales process at a very high vibe. Acknowledge their choice/commitment and guide them gracefully to the next steps.**

Once they make a decision, acknowledge their choice and express gratitude for their commitment. Reiterate your support and commitment to helping them achieve their goals. Celebrate their choice and the beginning of a partnership.

This method prioritizes building a nurturing and respectful relationship with your potential clients while guiding them toward a decision that aligns with their desires.

Love and Light

Damini