

abundance  
freedom  
confidence  
assurance  
wealth  
energy  
create inspire

## GLOBAL TELEPOWER TRAINING SYSTEMS

May 2006

# Monthly Tips E-Zine!

## GLOBAL TELEPOWER TRAINING SYSTEMS

First things first....

### Looking for a Guest Speaker for your next meeting?

**Consider inviting me as a guest on your Chapter or Support-Team Meetings**



I'll make time available to be a guest on your teleconference call, free of charge. Ideal for association monthly meeting calls. I can do a mini-teleclass on "Sales" or "TeleClasses as a Marketing Tool". Bring your good questions, concerns and frustrations to the calls. I will provide answers and help diminish your fears so you can move forward.

A recent Global Sales Grad tells us:

*"Anna Canary's Sales Class was exactly what I needed!  
As someone with very little sales background and who struggles to close the deal with potential clients, this class gave me the format, confidence, clarity and momentum I needed to get out there and get more clients!  
Anna's expertise combined with her warmth makes this class not only exceptional but necessary...you will get more than*

Here are some of the topics I can speak about:

- **How to Answer the Question, "So, What Do You Do?"**
- **How to Create Captivating Headlines and Titles for Workshops and Websites**
- **11 Sure-fire Tips to Writing Great Website Copy that Attracts More Clients**
- **Discover How to Use Teleclasses as a Marketing Tool**
- **TeleLeader Training Q and A – The Benefits Of Becoming a TeleClass Leader**

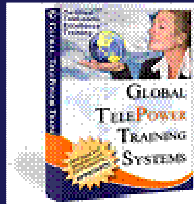
Email your request and see if I am available. Include a possible date/time EST and the name/numbers of your group. [anna@annakanary.com](mailto:anna@annakanary.com)

**I also have "coaching packages" to ease your frustrations with:**

- **TeleClass Creation** - to give you the confidence to teach that first teleclass
- **Gentle Sales Promotion** - so you can stop losing those hot leads
- **Web Copywriting** - speak to the heart of your clients needs and attract the best

you ever  
expected!"

Sarah O.  
Bloomquist  
Personal Life  
Coach, Speaker  
Innermost  
Coaching



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**And now....Some Free TeleClasses coming up just for you:**

**How to answer the question, "So, what do you do?" To Stimulate Client Interest**

**Thursday, June 1st @ 2pm EST / 11am Pacific / 7pm UK**

**Bridgeline: 1 (605) 772-3200 Pin: 617614 #**

**11 Sure-fire Tips to Writing Great Website Copy to Attract More Ideal Clients**

**Wednesday, May 31st @ 2pm EST / 11am Pacific / 7pm UK**

**Bridgeline: 1 (503) 767-1200 Pin: 16293 #**

**How to Write Captivating Titles and Headlines for Websites, Articles and TeleClasses**

**Thursday, June 1st @ 4pm EST / 1pm Pacific**

**Bridgeline: 1 (605) 772-3200 Pin: 617614 #**

**[REGISTER HERE for any of Anna's Upcoming TeleClasses](#)**

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**Here's an ideal way for us to work together on a deeper level:**

**Are you fed up with being afraid to ask people to hire you as a coach?**

I know, I know....you don't want to become a "pushy sales type" but you need to get hired somehow...where's the happy medium?

**Learn comfortable ways to get paid for your great services. Join our upcoming:  
Gentle and Powerful Sales Intensive**

- **Decide** on ideal networking circles to become known and generate hot leads
- **Approach** potential clients, referrals and leads in non-invasive, considerate ways
- **Design** the right questions to ask that assess your clients desires and solutions to needs
- **Discover** how to recommend your services so clients see "What's in it for them?"
- **Master** the "Art of the Easy Close" – you've set the stage, now get yourself hired!
- **Learn** to nurture and keep in touch with your happy clients so they refer others to you.

4 Hours of **Live** TeleClasses @ 11am PST, 2pm EST, 7pm GMT (UK)

**June 7, 14, 21 and 28**

**A \$149 US Value for only \$99 US!**

**[Register Me Now!](#)**

*"Anna Kanary's sales teleclass is one of the best investments I ever made. I quickly achieved over 1000% ROI on my teleclass fee by using the sales techniques I sharpened in the teleclass. Whether you are an introvert (like I am) or an extrovert, Anna's sales techniques are extremely powerful and allow you to conduct the sales process with the utmost integrity, close the sale, and actually enjoy the sales process. Anna is a warm and skilled teleclass facilitator who gives 110% to her students."*

-- Dan Johnson, CEC, Performance Mastery, [www.performancemastery.com](http://www.performancemastery.com)

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## Determined to learn how to teach teleclasses? Not sure how to start?

Train to deliver professional, content-rich interactive teleclasses that'll make money!

### Certified TeleLeader Training

7 Hours of *Live* TeleClasses @ 11am PST, 2pm EST, 7pm GMT (UK)

June 6, 8, 13, 15, 20, 27 and July 5

[For Course Outline and all the great Bonus Extras you get - click here!](#)

A ~~\$399~~ Value of LIVE Sessions for Only ~~\$249~~ US

[Register Me Now!](#)

*The Global TeleLeader Training Program is awesome. Anna is great.  
She will teach you from A to Z on becoming a TeleLeader and creating teleclasses.  
I highly recommend this program for future TeleLeaders.*

David Flowers, President and CEO, Go Postal Productions [www.youmustgopostal.com](http://www.youmustgopostal.com)

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## This Months Tip!

### Using Free Introductory Teleclasses as a Marketing Tool

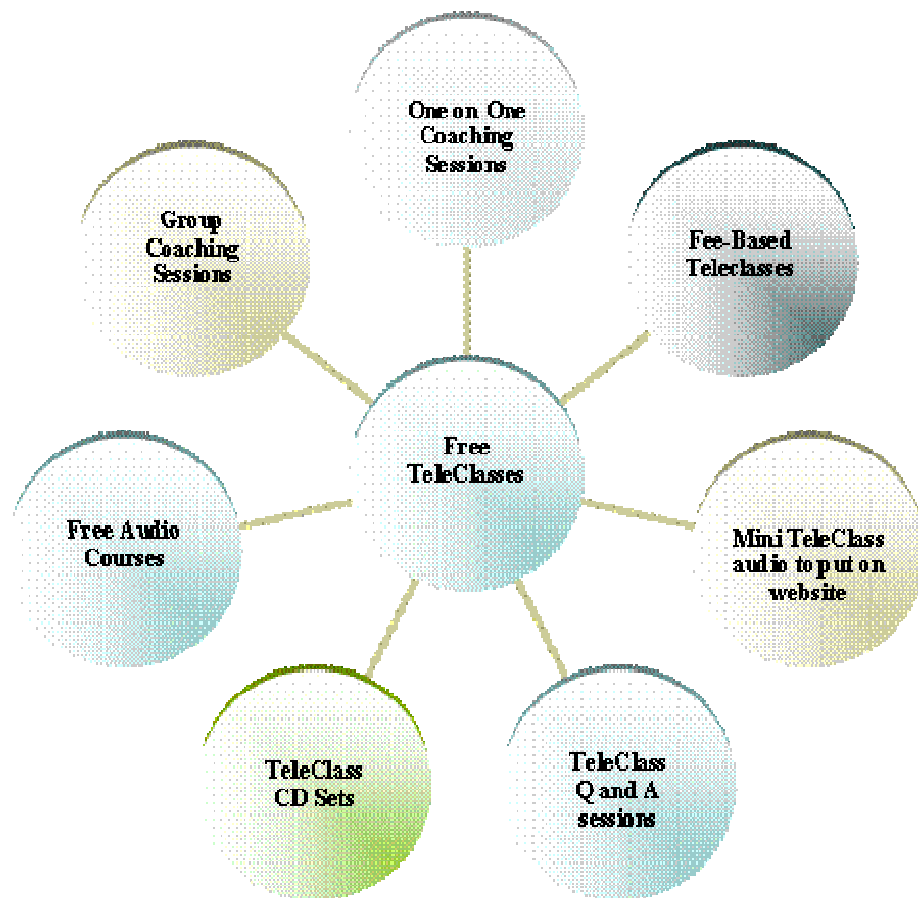
It is time to give you **another juicy tip** designed to get you generating new revenue.

Teleclasses provide golden opportunity for you to get to know potential ideal clients and their needs. You get a chance to **introduce your services** and **educate potential clients** about what you do.

When you deliver free teleclasses you **introduce your style of coaching**, and spread the word about your other products. There are a multitude of products and services you can create to encourage people to continue working with you.

Create yourself an **Upsell Mind Map**. Draw a circle the size of a golf ball in the center of a page. In the circle write: Free Teleclasses.

Add a spoke for **every way you can think of to use teleclasses as a marketing tool**. Here are some ideas:



Perhaps you are already doing private coaching, live workshops or fee-based Teleclasses. One by one, you can create other products as a new stream of income. **Pick one** and give yourself a completion date. All the help you need is available. Just ask around, you'll be amazed and the support at your fingertips.

I am excited be launching two or three new **E-Books / Audio Lessons** over the next few weeks, so, stay tuned for that announcement!



**Please forward this EZine to others who can profit from these training programs.**

***In closing,...***

I have made the prices on these **HOT** new programs more affordable – just for you!

Every month I will let you know what is coming up for the month ahead. My goal is to become your Sales and TeleLeading mentor and to connect you with others of like mind who are moving forward in the same directions.

**Next month**, we will talk about turning your **teleclasses into downloadable audio files** so you can make money while you sleep! Let's do it together!

Sincerely,

**Anna Canary,**  
President and CEO,

# Global TelePower Training Systems

## Global TelePower Training Systems

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