

Handout

1. The little "performance tweak" I'm so excited about that's turning even shy beginners into masters of the microphone in record time (I've been sharing this with my private coaching clients and the results have been truly amazing!)

_____, don't listen!

2. The 3 DEADLY Mistakes you must never make when attracting new clients to your voice-over business...(most voiceover artists are making these mistakes and they virtually guarantee price-shopping and bad clients)

Mistake #1: Becoming the _____ of voice talent.

Mistake #2: Delivering jobs with _____

Mistake #3: Being _____ to _____ with.

3. Why depending on voice talent "shopping malls" can kill a voice-over career before it even gets started

Creates a _____ mentality that isn't conducive to success.

When you don't book you feel _____ and _____

How can you market and grow a business when you have no idea who the _____ are?

What's Working Now: 7 Ways to Start or Grow Your Voice-over Business...QUICK & SIMPLE" with Susan Berkley from Greatvoice.com

4. The surprising key to raising your rates...why I –and some of my best students– are able to charge as much as 5 times what the competition does and still turn away business:
(Attention New Beginners: this will help you drastically shorten the learning curve!)

Most clients are not _____ buyers

People buy _____

_____ service.

A _____

And from people they _____ and _____

5. Three home studio fundamentals you must know to be able to record from home without spending a fortune (even a newbie can do this!)

Level 1: _____ quality.

Level 2: _____ quality

Level 3: Full _____ _____

6. How to attract high-quality, high paying voice-over clients like a magnet (and keep them forever!)

To attract great clients you need _____ and a _____

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Lead sources:

- 1.
- 2.
3. _____ directories

(There are more but this will get you started)

Marketing funnel steps include:

- 1.
- 2.
- 3.
4. _____ mail.

(There are more but this will get you started)

7. My 3-step plan to "get unstuck" and jump-start your voice-over career in 30 days or less.

Step 1: Make the _____ and feel the _____

Step 2: Get the _____ and _____.

Step 3: Set yourself up for _____

To take this further visit www.virtualvobootcamp.com
Or contact us at 800-333-8108 info@greatvoice.com