

Package Your Passion for Profit



Package Passion Workshop

Date: April 10, 2009 Friday

Time: 9am— 2pm

Location: Portland Westside

Event Cost:

\$149 Early registration 4/5

\$169 after deadline

To register:

Email:

Kathie@KathieNelson.com or

Call 503-641-4354

Class Agenda:

The anatomy of pricing, packaging, positioning to monetize your expertise

- Your revenue model
- Value pricing Formula
- Packaging & Bundling
- Free Stuff Marketing
- Winning lead generation tactics for service professionals

Coaches, Consultants, and Service Professionals

If you...

- have been wrestling with how to update your value proposition for the current buyer mindset
- want to leverage your services to gain maximum revenue potential
- are ready to figure out how to help your prospects buy when they are stuck in the decision making process
- are committed to overcoming this economic downturn....this Packaging your Passion for Profit Intensive delivers the absolute essentials to **MAKE THINGS HAPPEN.**

This Package Your Passion for Profit Intensive delivers

- Updated perspective on packaging your offering to monetize your expertise in tough times
- Strategy to position yourself as the provider of choice to your clients
- Tools to value price your offering and get what you ask for
- Systems to maximize your service “marketing funnel”
- Tips to use “free stuff” marketing to generate fresh leads and new clients

OK...do we have your interest?

If you are you tired of sputtering along trying to figure this out on your own, contact us today! Join this unique group of professionals who are highly motivated and eager to succeed! **Space is limited to 10 only.**

How it works:

1. Indicate your interest by contacting Kathie@KathieNelson.com or call 503-641-4354
2. Complete the simple participant intake form

Investment: \$149* includes workbook, lunch; VIP pricing on follow up sessions
**early registration*

Meet Kathie Nelson:

Founder and CEO of Connectworks, Kathie Nelson is a serial entrepreneur and born powerhouse in business growth. She is a three time author, highly sought after speaker, top tier business strategist, and coach.

Her cut to the chase deliverables have produced her own award winning sales, and national acclaim. In addition to her contributions to emerging companies, many non-profits and large corporations have been the beneficiaries of her visionary leadership style resulting in substantial, measurable growth.

Kathie helped me create a strategy to find the best clients for me. Not only are they well paying clients, but they are the kind of clients that I want to work with for years to come. This not only increased my revenue, but my clients are happier. With Kathie's help I was able to put procedures and policies in place that bring consistency and quality control to my business. Her leadership style has helped my leadership style become better for my company." Mary Bernhard, [KIS Accounting](#)

Connectworks ~ 503-641-4354

www.KathieNelson.com

The Busy Professional's Business Strategist: Helping you find more business in your own backyard.