



TESTIMONIAL TIME

"Feeling gratitude and not expressing it is like wrapping a present and not giving it."

William Arthur Ward

"Why do we wait for weddings and funerals to say nice things about each other? Let's create more opportunities to say great things about each other now! PS – You're FUCKING AWESOME!!"

Jenn Walker

Watch this video (5 minutes):

<https://youtu.be/WJriAspgzo8>

My testimonials as an example:

<http://www.diveheartfirst.com/testimonials.html>

Ask on Facebook: **"What are three words you would use to describe me?"**

Then, whomever responded with what you like, reach out, let them know what you're up to, and ask for a personal endorsement for your website. :)

Clients you've already worked with, ask:

3 Problems I had before working with you...

3 Things you helped me with...

3 Results/Benefits I am enjoying now...

These are example emails I sent to ask for testimonials:

Past Clients:

"Hello Hello,

Exciting things are happening in my coaching business!

*I loved working with you so much, and it made me realize that I really love working with **Heart Centered Biz Babes** that are on a mission to cause a positive impact for their clients and for this world!*

So I'm niching out, and I'm redoing my website/etc. - coaching exclusively women business owners with a purpose. I'm helping with money mindset and

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manifestation, clarity, commitment and courage, success strategies and systems, online marketing and video, visibility and voice, sales and business growth, accountability, supercharging strengths/values/gifts/talents, and creating a kick-ass community!

Here's where you come in...

Would you be so delightful to write me a testimonial (to highlight this new focus)?

To help write the testimonial, this is what I'm looking for:

*- **3 Problems** you had before working with me...*

*- **3 Things** I helped you with...*

*- **3 Results/Benefits** you are now enjoying...*

I think the world of you, and thanks in advance for your support!!

I'm really excited for this next chapter!!

Jenn

PS - I'm wanting to get this in and up by next week, if possible. If you have no time this week/weekend, I'll give you a quick 5 Minute call next week, and transcribe it for ya!

THANKSSSSSSS!!"

Personal Endorsements:

"Hello Hello,

Exciting things are happening in my coaching business!

*Over the last two years I've realized that I ABSOLUTELY LOVE working with **Heart Centered Biz Babes** that are on a mission to cause a positive impact for their clients and for this world!*

So I'm niching out, and I'm redoing my website/etc. - coaching exclusively women business owners with a purpose. I'm helping with money mindset and manifestation, clarity, commitment and confidence, success strategies and systems, online marketing and video, visibility and voice, sales and business growth, accountability, supercharging strengths/values/gifts/talents, and creating a kick-ass community!

Here's where you come in...

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Although you haven't experienced my coaching greatness ;), you do know me, and what value I will offer to these women. I'm asking my existing clients for testimonials, and all my badass business babe friends (YOU!) for "Personal Endorsements".

So, would you be so delightful to write me a personal endorsement for my website?

Things like and not limited to... "Jenn is wonderful, her energy is contagious, you know that she will always dive heart first into helping her clients to the fullest..." NBD ;) etc.

I think the world of you, and thanks in advance for your support!!

*I'm really excited for this next chapter!!
Jenn*

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THANKSSSSSSS!!"

If they don't email you, follow up with a call. Make it easy for them. Ask them for their testimonial or personal endorsement and transcribe it for them right there on the phone. Then message it to them for their approval and DONE and dusted!!