

Jan Wallen

The Raise Your Fees without Losing Clients
Mentor & Author of the #1 Bestselling book by the same title

203-545-6104

Free Gift: 5 Things to Say When They Tell You, "Your Fees Are Too High"
www.RaiseYourFees.com

Raise Your Fees without Losing Clients in the Best and Most Challenging of Times

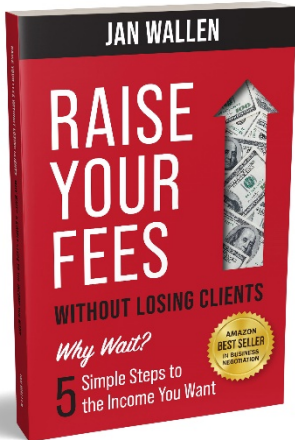
Clients who work with Jan Wallen raise their fees as much as 25%, as soon as their next conversation with a client, even if they've hesitated to do it before. Her clients often see results in the first week or two.

For over a decade, she has worked with consultants, coaches and speakers, raising their fees and revenue. Jan combines her corporate sales expertise, buying professional services and her uncanny ability to know her clients' *ExpertiseDNA™* to help them raise their fees.

Jan has helped her clients:

1. **Talk about Outcomes** and Results instead of the "How" – **"When you talk about Outcomes, your Income goes up."** Jan Wallen
2. Have the **courage and confidence** to raise their fees, and
3. **Know what to say** when clients say, "Your fees are too high"

As a guest on your show, Jan will share practical do-it-now action steps and how raising fees the first time opens the door to the courage and confidence to be the expert that clients call first.



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"Jan Wallen has been a tough-love business consultant who has made a significant impact on my work as a high-level communications consultant to national companies. . . . She guided me in a direction that **made it possible to take on the largest and most profitable client in my company's history.**" Roger Rosenbaum, Brand-News-Team

Practical Hot Topics

EARN MORE
SOONER VS.
LATER!

- Why it's so hard to raise your fees, and 3 proven ways to make it easier and effective.
- How to talk about Outcomes and Results
- 3 winning ways to respond when your client says, "Your fees are too high."