

1. Inevitability thinking
2. Energetic Container
3. Speed of Implementation
4. Faith over Fear
5. Environment
6. Signs and Intuitive Things
7. Reaction to abundance "I am ready for the reality where I can have it all.
8. Unknown, maybe being open to receive
9. Energy blocks to abundance
10. Human vs. Soul story

BANT – Budget, Authority, Need, Time

Authority- verify job title

Need- ask questing about pain points, why our product might be a good fit

Time range when they

Assess, Ask a team

Send an email, use Salesforce to check if they opened email, followup with pho