



WHAT DREAMS CAN BECOME - SMART START SYSTEM

Example: You are really good and at any Facebook Marketing. You can probably teach others how to do it. Except that you can also look it up on Youtube and you can see the generalized teachings.

The trick is to look at your customer and ask yourself “what can I teach her that is specific to her needs?”

One of your customers wants to do Facebook marketing.....but she just doesn't have the time.

Guess what?

The need is:

I need to find a way to be able to still do my Facebook marketing, but it doesn't take up all my time!

The solution that you can teach: How to automate your Facebook marketing so you only need to do it once a month!

If you can look at your customer and find what their pain point is (no time) and figure out the need (need to do Facebook Marketing but not take all of my time) then you can find the solution that will help them pull their credit cards out.
