



The Income Alchemist
turning your services into high-end packages!

RISK FREE PRICING

Here is a worked example for you to model. This example uses the high-end package created on the free training “**How to create& sell your high –end package to more clients, more often, even if you’re just starting out**”

If you missed the training you can access it on the website here under the

[“webinar replay” link](#)

1. Please list **all** of your current or future packages with prices

Package

Price £942

7 in 7 Juice- based health plan, where clients can lose up to 7lbs in 7 days without exercise.

Plan includes

Includes:

- 7 day juice plan
- Two 30- min “Keep me cheat free” sessions on days 2 and 5
- All of the vitamin supplements
- Colonic at day 5 to help with the bloating
- Detox massage to celebrate on Day 7
- Bonus of another massage if they achieve the 7lbs loss
- Ready prepared juices that can be frozen for the week
- A friend can join the programme at the same time
- Light exercise plan to keep at the target weight
- Bring Your Own Blender 1 Day workshop For those who want to be able to make their own healthy juices using a regular blender



MAKE IT TANGIBLE

2. **Main outcome** - 7lbs weight loss in 7 days without exercise

3. **Secondary outcomes**

- a. Clothes fit better
- b. More confidence
- c. More time in the mornings
- d. Being able to use all the clothes sitting at the back of the wardrobe

CONNECT THE OUTCOME

4. **What will it cost your client to not lose the 7lbs**

- a. They will continue to feel unhappy
- b. They will feel guilty about what they've spent on clothes they no longer wear
- c. They will have less time in the morning struggling to find something that fits well
- d. They will spend more money on clothes

So instead of a never ending spend on clothes they will not wear, buying the programme is an investment that will pay off in the long run.



NOW IT'S YOUR TURN

1. Please list **all** of your current or future packages with prices

2. Main outcome

3. Secondary Outcome

4. Connect the outcome to the cost of not working with you
