

Statements That Build Progress

Throughout your client relationship, it is important to create in the client a feeling of forward progress and success. Thus when you see progress in a client, always recognize it....

1. “_____, that really great!”
2. “Way to go.”
3. Get excited about a client’s success.
4. “We’ve got a kick ass brochure here.”
5. “I’ve been noticing a real difference in how you are approaching things. Do you see it?”
6. “I can see a new look of confidence and focus in your eyes.”
7. “This company is really moving forward!”
8. “Think how it was 5 years ago and how it is today!!!”
9. “Your leadership radiates a new sense of confidence and I think you feel it to...”
10. “Your web page is impressive.”
11. “Way to go with your current success!!!”
12. “This office is looking good!”
13. “Look at how organized you are.”
14. “Look at you rip through that computer work!”
15. “_____, everyday in every way you are getting better and better.”

16. “Way to go.” (Shake the person’s hand in congratulations after a story of success.)

17. “Your brochure is state of the art.”

18. “I’m excited about these results!!!”

19. “What a great company we have here.”

20. “Way to go with going through the hard stuff!”

21. Who motivates the motivator???????

22. Other quotes.....