

“  
*Testimonials*  
THAT **WOW**  
★★★★★  
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# “ Testimonials THAT **WOW** ★★★★★ ”

Getting great testimonials from your clients can be really challenging, but **having testimonials is really important for your credibility online and to have others trust you before purchasing your products.**

There's different ways to get the testimonials from people, so I'm going to share with you my three-step system for how I get really great testimonials from my clients.

This is something you can use to **sell way more of your courses**, and ultimately **get excellent feedback from your clients.**

It also helps you to understand how they're doing and feeling with their purchase, while also allowing you to **stand out from your competition as very credible.**

## STEP ONE

### HAVE THEM ANSWER THESE 4 QUESTIONS IN ORDER

- Before you first came to us (or bought my product) what problem/challenge/pain were you experiencing?
- How did this problem make you feel?
- How has your business/life/situation changed for the better since using our product?
- How does this improvement make you feel?

You can even ask them to film a video of them answering those questions.

Ask them to make it 90 seconds or less and then just give them a link to a Google Drive folder to drop it into.



What I find most is that people generally start to freeze up when they're on camera and they get a little awkward in their videos and it doesn't sound authentic.

In those scenarios, I have even filmed an interview with them where I ask them questions and they give me their answers, and then I'm able to edit that into a really great video.

And we also add captions and light music to make it a little bit more professional so we can use it in our promotion.

## STEP TWO

### GET THEIR FEEDBACK INSIDE A FACEBOOK GROUP

We're always paying attention inside of our groups when people are winning. We also always have a Facebook post like this where they can provide feedback.

And we also always make sure when we do share it, we get permission from the person who provided it to us before we share it.

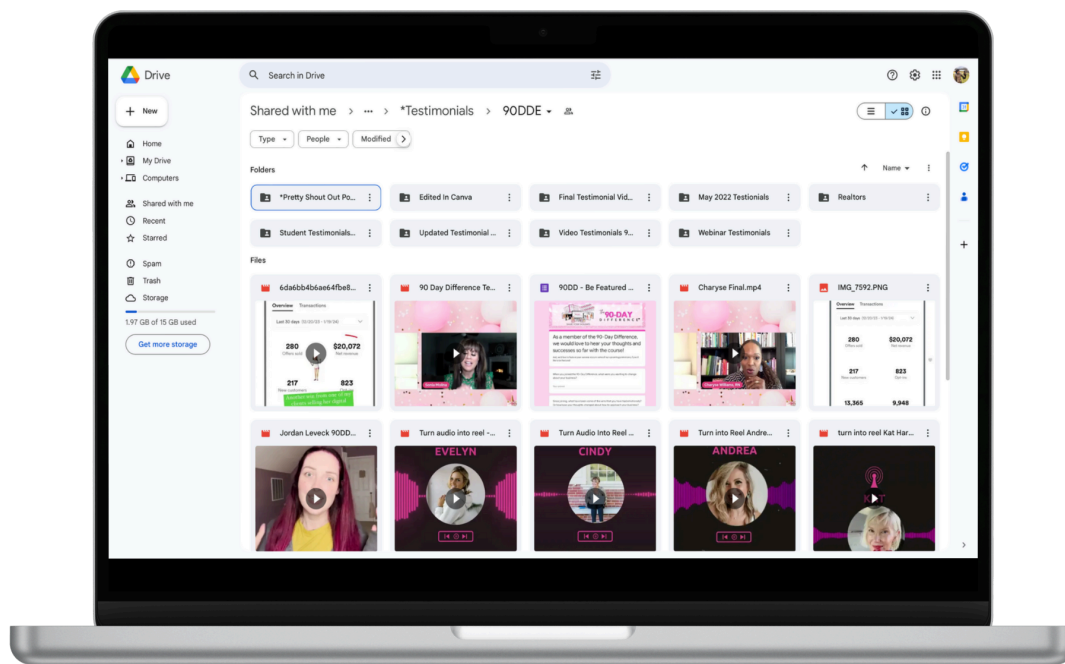


## STEP THREE

### ORGANIZE YOUR TESTIMONIALS INSIDE GOOGLE DRIVE

The most important thing to do is to make sure that you organize your testimonials into folders.

So, as you can see below we have all different types of testimonials that we use, organized into all the different folders, and we can use these testimonials for a variety of different things.



## BONUS TIP

### TURN YOUR TESTIMONIALS INTO BEAUTIFUL GRAPHICS

We also like to take people's testimonials and turn them into beautiful graphics that we create right inside of Canva. Doing this is great so that we can share them on multiple platforms.





If you've been considering putting your digital course or book or knowledge out into the world, I'll share two things with you:

**Number One:** It's completely worth it.

**Number Two:** I have a training that shows you **exactly** how to do it all, while supporting you in your journey for the next year.

It's called the **90 Day Difference Elite Program**. And in this year-long supportive program, my team and I show you exactly how to take all of these steps to achieve **massive results** with the launch of your digital course.

Curious what the entire 90 Day Difference Elite program entails?

[See More About The Program Here](#)



And if you'd like to ask questions about the program and if it would work for what you are building, you get a **FREE STRATEGY CALL** with my team to hear more about how we can help you to get your course (or book or product) launched and out to the world successfully. So book your call before our calendar fills up.



You can book a call with a member of my team here:

<https://michellelovesyou.com/success>



So.... to reiterate, if you'd like to **launch a digital course, write a book, sell more of your products** and you'd like a mentor to help you in your journey over the next year, then definitely book a call with a member of my team here:

<https://michellelovesyou.com/apply>

In my year long coaching program called **The 90 Day Difference Elites**, I show you exactly how to build your brand correctly and how to monetize it super profitably.

It's the exact strategy that **Jordan used to make multiple six-figures** selling her digital product. It's the exact strategy that **Megan used to make \$300k** in her first year in the program. The same strategy that **Lauren used to make \$102,000** in a weekend...(And so many more, we can't fit on this page.)

You see, when I invested in a mentor, I started to have REAL PROFITABLE results. That's how I had my first million dollar year.

A mentor showed me what to focus on to have results. And that's what I show you to do. And I'm not a mindset coach, I'm an step-by-step coach so I show you exactly what you need to do to get results in your online business.

It's the same strategy that I used to make over \$12,000,000 selling my knowledge online and it keeps growing bigger and bigger every single year since 2019. This system WORKS.

We are here for to you to **support you in your journey so book your free call** to chat with a member of my team to see how we can help you grow and scale your business to the next level.

Curious what the entire 90 Day Difference program entails?

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