



ABOUT ME PAGE

How long have you been doing what you do, and how did you become a Business Development Coach?

To answer this question, it's probably best that I share with you a defining moment, and a resulting "compelling story", that brought me to where I am today – coaching people like you on exactly what to do to Master Global Business Relationships that convert current customers into repeat clients. That defining moment in my life happened in 2014.

At the age of 16, I made a self-commitment. If I could learn any skill it would be from an expert. Since then I began working for myself as an aside job, as well as International corporations which allow me to learn both sides of the business in terms of development and implementation. Back in 2014, I accomplished my goal to work for 7 different international corporations better known for the Fortune 500, some of them I was representing their brand to the largest Fortune 100 companies in the world. During my journey learning from operation to sales. I was fascinated by their team development and structures, and what made successful administrations and leaders within these structures. Eventually, I was able to get into the nitty-gritty of the day-to-day operations and finances of the businesses, which allowed me to understand several aspects of running a successful company no matter how large or small it was.

After working many years for corporate America, I decided to branch out overseas. I wanted to increase my knowledge about relationship development that seamlessly connects supplies with buyers. My goal was to create the best service experience possible for my clients. I was often mediating difficult situations and conflicts due to obstacles that commonly arose between various countries and regions. I became a master of de-escalation of intense situations and personality types. I saw how important it was to create trusting relationships between my vendors and clients globally, and that through a balanced approach you could see how business is more than just the bottom line cost. I worked to help my clients understand that by making informed decisions about their purchasing, they could end up saving money and time.

Even though my career was successful on the outside, I spent a lot of time working for free. At times it felt more like mentoring than coaching. There were a lot of peaks and valleys during this time, landing clients and ensuring payment was timely. I started to see that this was not going to be sustainable long-term, and I needed to make some changes to make sure I didn't burn out. Then I was in a situation where I had three client deals fall apart back to back, and I felt devastated both personally and professionally. I saw where I made costly mistakes but knew even though I had made these mistakes I had a strong professional network to fall back on. Because I had spent so much time and effort on relationship building, I could easily reach out to find new clients to inject cash flow back into my business.

Then in 2016, I knew it was time to branch out on my own and start my own business. I was successful immediately. My confidence grew as I was making connections worldwide and growing my client roster. I began to see my clients struggle with common issues holding them back from scaling and growing their revenues. They lacked the knowledge of overseas trading regulations, and how to make relationships in various markets. My clients struggled with documentation, communication, contracts, and process implementation which prevented huge growth possibilities for my clients, and on top of that, caused them to spend money on the wrong decisions. I made doing business overseas easy and profitable for my clients.

Now I have created a program that provides the ultimate solution for my clients that helps them Master their business relationships and networks in the international market. I show them how to build connections successfully, save money on purchasing decisions, and feel peace of mind that the deals you make are secure. This saves my company's time so they can get back to making money quickly and efficiently.

I started teaching other small businesses and entrepreneurs how they can do the same:

I help entrepreneurs to reach a level of self-confidence during developing communication with the global market to assure effective communication. I teach them how to create strategic awareness while growing their network of healthy business relations globally through communication, creating a long-lasting bond by understanding different personalities before making an important decision for their business or themselves. Just by following a simple Business Development Process, you will be able to communicate effectively by making your client feel comfortable (ice breaker) with the outside business world, Discover the secret of how to Master your business Relations Globally, control the anxiety and burnout while closing a negotiation, have a global network with the power and mindset of a multimillionaire as well as humble mindset. Learn how to negotiate with peace of mind and no blow just by learning my simple strategy process.

Since then, I've worked with many private clients, spoken in front of countless groups: I lived my dream of spending quality time with my family and people that value me, traveling the world, living a healthy life, inspiring other people to live a better life and find confidence within themselves; and I have created **MASTERING GLOBAL BUSINESS RELATIONSHIP™** a series of steps that allow you to **Experience the power of converting your one time customers into permanent clients so you create a global network and increase sales. You will keep the focus on results, by using a custom-designed strategy so you Master Global Business Communication and land multimillion-dollar sales. You'll learn to find opportunities, make decisions and take action. By focusing on what your clients need, you will connect to the outside world and build strong bonds by speaking their business language, using their vocabulary and lingo. You'll learn the secrets of multimillionaire deals** and so much more! Every entrepreneur, business owner, and visionary ready to connect with the outside world and become profitable needs this program. We are One. Connecting globally we can help each other access the resources we need to thrive. This program will help you create revenue, grow your wealth and make a difference in the world. What can you accomplish if I become a good communicator with the outside world? Are you always thinking about a wealthy business? Do you know that 90% of the customers live out of your country? or how to have peace of mind while closing a multi million deal? How to move my business to the next level? Should I continue following brokers or do it myself? all these questions would be answered during my signature program...

Who are your clients?

I work with people just like you who are struggling on how to reach the international market, how to communicate with people from the other side of the world, how to bring more customers from overseas, interested in sell or buy goods overseas, people interested to grow their global network, an entrepreneur looking for techniques on how to build a strong relationship that lasts forever, how to create an impactful first impression,

- *Business owners*
- *Entrepreneurs*
- *CEO's*
- *Sales representative*
- *International traders*
- *Business development*
- *Business coach*
- *People interested to take their business overseas*
- *Importer and exporters*
- *Business travelers*

What makes you different from other “Business Development Coach”?

Although we will occasionally touch upon time management and other “business coach-y” things, you have me as a confidence and cash flow expert and consultant. I work on the inner and outer principles for success and look at your business and your sales results from an organic and spiritual perspective. What that means to you is that you get a wise-sage-meets-kick-butt authentic sales and marketing coach. I’m also very spiritual and I don’t pretend to hide it either. Because I’m not delicate, you’ll always get a straight-to-the-point quick, and honest response from me.

I’m concerned with how to get your confidence back to increase your global network to attract new clients by building strong relationships and how to sell or buy your products overseas with my program. You may not like what I have to tell you – but you can be sure I will always tell you the truth. The truth about what’s standing in the way of your success and how to get rid of it **fast** so you can start getting results in record time with my program, I will drive you crazy and make you accountable until I see you lifting that rock! Self-confidence...

What type of personality do you work best with and what is expected of me?

The Mastering Global Business Relations workshops, products, and programs were created for people who are excited and dead serious about the importance of mastering global business relations that last forever in this new generation of technology and virtual world – it means not running around all day long, beating yourself up anymore saying: “how can I build healthy business relations to attract more clients overseas”, “would I be able to connect and make them trust me enough to buy from me?” This program was created for you to put systems in place within a few months (sometimes weeks!), which will eventually lead you to generate more leads,

self-confidence and more than anything people will trust you to close that negotiation that you've been looking for your entire life to enjoy the life you have dreamed of, travel, helping other people and spending quality time with your family.

Being an entrepreneur myself, I'm known to work best with other entrepreneurs, people who are committed to their success no matter what, who are super-ready to get going, and just want to know exactly what steps to take to develop the necessary skills to master their business relationships within the global market. My clients often tell me – "just tell me what to do and I'll do it!" Consider what you'll do with me to be a high-octane crash course on everything you need to know to gain trust and peace of mind at the time you're closing a multimillionaire deal. You will be expected to take serious and consistent action. No excuses anymore, just a very different way of thinking and full support while you achieve this incredibly exciting goal of Mastering Global Business Relationships connecting with people around the world.

For what type of professionals are your programs *NOT* going to work?

Please know I'm very selective in who I work with and I cherry-pick my clients, choosing to (gently) turn away people who aren't suited for my programs and won't get the results for which they would have signed up. (It wouldn't be fair to them.) The mastering business relationship programs are **NOT** for those who have no money coming in and are financially desperate, at least not right away. It's been my experience that people in a financial crisis do not trust the recommendations I give them and do not do the work (probably because they spend so much time worrying about where they are going to get next month's rent check or mortgage payment.) If you fall within this category, it's OK. We've all been in times of financial crisis at one point or another. Do yourself a favor:

1. Get some money coming in with a full-time or part-time job at the very least, and then call me. This will take the edge off and provide a little more peace of mind. Mostly, it will de-clutter your mind enough to focus on your Mastering Business Relationship Program assignments and the BIG picture. Once you start seeing the clients come in regularly as a result of our work, you can then start reducing the hours you work at that other job and focus on your practice.
2. Join our free group and watch my videos on Facebook. The free information will get you started towards your goals until you're ready to work with me one-on-one.

Doing these three things will help you get primed for our work. When you're ready, call me and we'll get you started. (I'm in no rush and will be here when you need me.) Other types of personalities I won't work with (without exception) are the whiner or the chronic skeptic, as well as individuals who consistently make excuses for not getting their assignments done or challenging every aspect of the program. If you are one of these people, I gently and respectfully ask that you not call and I hope you understand why. We'll probably just not work well together and I wouldn't want you to waste your time or money. Is that fair?

What exactly is the Mastering Business Relations Globally™ system and what does it include?

Mastering Global Business Relationships begins with understanding your true value and your passion for other people's cultures and behaviors, discovering where your power comes from to become a good communicator for the outside world. Feel that you are part of them with confidence at the time to negotiate, also help you to identify where you are and where you would like to be and learning to manifest what you want (including more money), creating powerful intentions that get you results as well as the outer pieces to powerfully get the word out about your business. Here's what the System gets you to do:

1. Identify where you are

We examine where you are and where you would like to be for your business and get **Clarity** about your goals, what you want to achieve in your personal life and business. Before you can manifest where you want to **be**. You'll learn business **Strategies** communication to build strong relationships. Let's identify your limiting beliefs and overcome procrastination.

2. Discover what people want to hear

You may already know that your customers don't care about your success, they care about themselves. We created a technique to navigate negative thoughts and overcome feeling stuck while you communicate with other people with different cultures and languages. A lot of time during the communication process neither one can agree upon certain rules or regulations making it hard to close the deal. We help you release and manage misunderstandings with simple tactics that will help guide you to a successful closing stage.

3. Overcoming self-doubts

You'll be learning proven techniques for breaking through your inner resistance, self-doubt, fear, anxiety, and all of that "stuff" that keep you playing small so that you can begin taking profitable action when closing a \$5,000 \$20,000 up to a million of dollars deal for your business just by making them feel connected.

4. Identify the key factor to create a consistent connection

We all have different personality types. By learning how to identify the specific personality that we are dealing with will be the 50% WIN in building relationships. Together we'll find out exactly who your personality type is to best connect with other people. By building a strong connection you would be able to identify who would get the best results from working with you and build trust with your potential clients.

5. How to find potential clients overseas

Find potential buyers and suppliers all around the world based on relationships. Learn a proven technique to build trust. Create a network of people in business with shared values and build support systems with dedication and passion. Becoming a good communicator will save you time, money, and stress if you follow my program.

You'll gain access to all the tools you need to achieve your goal and connect with the clients easily by building healthy relations.

6. Reach more clients and increase profitable Results!

We'll help you manage your business more effectively and get you out of your comfort zone and take action. With the tools that we provide in our program, you will become confident at the moment you negotiate. This allows you to leverage your time and increase productivity. **Congratulations!!!** Your new communication style will generate more clients that will turn into cash flow and you'll never have to worry about where to find them, ever again! In addition to these 6 categories, you will discover hundreds and hundreds of strategies to help you master your business relations with other people all around the globe.

Does this really work?

Yes! The result of our work is an approach to shifting how you're building business relations into a Mastering Business Relationship Globally, moving your business to a whole new level by improving communication to start doing business overseas.

What results can I expect?

You can expect to:

- *Learn how to manage communication effectively with the outside world*
- *Expand your market to reach potential customers*
- *Access to a group of potential buyers and suppliers around the world*
- *Grow your import or export business*
- *Develop a new skill that you really love*
- *Be part of the New Global revolution to access new talent*
- *You can hire workers anywhere around the globe*
- *Take advantage of new ideas, think out of the box*
- *Overcome obstacles and stop burnout*
- *How to connect with confidence*
- *Become a researcher selecting the right sources*
- *Promptly Identify risk or fictitious events*
- *Implement new strategies of communication throughout Documentations*
- *How to overcome cultural barriers*
- *Understands the overseas copyright laws*
- *Learn where other countries take the laws seriously*

Example Benefits:

- *Have big breakthroughs and ah-ha moments while building healthy relations globally*
- *Health benefits, doing business while living stress-free*
- *Unable to Increase revenue*
- *Anxiety dissipates and peace and calm sets in for better call flow*
- *Becoming resourceful and resilient*
- *Reaching for your passions in life*

- *Discover yourself & set goals and reach them*
- *Feel empowered & excited about the future*
- *Breakout in Creativity by creating a new network*
- *Learning business technical vocabulary to grow your confidence*
- *Become an expert with your communication skills*

How can I guarantee myself that I will build more relationships overseas, in record time?

Do all of your homework. Be totally committed to your success. Understand that this is a process, a proven one, that works if you take action and implement all of the steps. All my clients who have diligently applied every step of Mastering Global Business Relationships have successfully overcome fear, gain confidence and grow their global networking to attract more clients overseas, in much less time than they would have on their own **and** have found their passion and live the dream they want in life and satisfaction by achieving full capacity of communicating with the other side of the world.

Will I recover the investment I put into this coaching program?

Yes, a resounding Yes! Many clients are excited to report that they were able to cover their investment often with only one or two new clients. I want you to stop reading for just one moment to ask yourself, “What is a new client worth to me, and what is the average revenue I make from the lifetime of that one client?” Chances are, that amount will more than cover your coaching investment. Most likely, you will make 10 times what you invested in this program in the next year. The information and skills you learn with Mastering Global Business Relationships will net you 100 times what you invest in the next 10 to 20 years...I’m just saying.... What you get in my programs (and my coaching) is what I call a series of major breakthroughs! That will move your business faster than you would on your own. Expect to get a lot of these as well as the resources, templates, and systems you’ve been looking for and haven’t found until now. That’s what you’re investing in, results, more revenue, more confidence, more clients, return on time, stress-free, and not just more “information.”

Frانيا, based on everything I’ve read and heard about you, I know you’re the one I want to learn from. What are my options for getting started with you?

Congratulations on making a decision for success! I’m happy to work with you to achieve your business goals... The best way to work with me is in my 90-day Mastering Global Business Relationships. Here are some of the results you can expect...

Example Benefits:

- *Have big breakthroughs and ah-ha moments while building relations*
- *Health benefits, doing business while living stress-free*
- *Anxiety dissipates and peace and calm sets in for better call flow*
- *Creating new standards for yourself*
- *Reaching for your passions in life*
- *Connect with the outside world as humanity*

- **OK, I'm ready to do this for myself, but I have a couple of additional questions. Can I call you?**

Good sounds like you're ready to be pulled into your future! Yes, if you have a couple of questions, just email me at info@franiag.com or call us directly at +1-321-274-2816 and I'll be happy to walk you through the different options to see which one will be the very best for you. I can't wait to see you succeed and am honored to be the one to help you. Let's get going!

I can't wait to hear from you! I am eager to help you discover the secret sauce of building healthy relationships with other people all around the world as well as speak with confidence while closing your multimillionaire deal.

I see you on the other side!!

Francia G Gutierrez