

Rocking Client Testimonials Printable Workbook

Now, it's time to dig deep and learn more about yourself. Try to find a quiet place so you can spend some time reflecting on the questions. Share your honest thoughts here – there's no judgement or right answer. You are free to journal, brainstorm and doodle in this space.

Journal Your Thoughts

[From: What's Stopping You from Asking for Testimonials]

1. How do you feel when asking for testimonials?

2. Where does this feeling stem from?

3. What can you do it to overcome it?

[From: How to Get Clients to Give Your Testimonials]

1. What are some of the best client compliments you've received?

2. Have you asked for permission to share these compliments on your website or blog?

3. Do you have a system in place to follow up with past clients?

[From: Don't Overlook These Simple Ways to Get Testimonials]

1. Do you encourage customers to leave Facebook reviews?

2. Have you asked a client to leave a LinkedIn recommendation about your services?

3. What incentive could you offer clients in exchange for a video testimonial?

[From: Handling Negative Feedback with Professionalism and Grace]

1. Think about a time when you encountered negative feedback from your services. How did you handle it?

2. Looking back, could you have resolved the situation differently?

3. Is there a common customer complaint you keep encountering it? How can you adjust your business to avoid this complaint in the future?

[From: Fun Ways to Use Testimonials]

1. Do you have a customer review that you could turn into a case study?

2. Which of your clients would you like to feature in an Instagram Story?

3. Have you asked a client if you can interview them on Facebook Live? If not, who would you like to ask?
