

GET CLIENTS NOW!™ Action Worksheet

What strategies will you use?



DIRECT CONTACT AND FOLLOW-UP



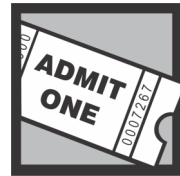
NETWORKING AND REFERRAL BUILDING



PUBLIC SPEAKING



WRITING AND PUBLICITY



PROMOTIONAL EVENTS



ADVERTISING



Where are you stuck or what needs the most work?

Filling the pipeline Following up Having sales conversations Closing sales

How much business do you have now? Averaging 1 new client per week (4 clients/month)

How much business do you *really* want? 10 new clients a month

What would that get you? That would be \$4,000 - \$9,000 a month (depending on the package), so I could pay my bills with no worries!

What is your program goal? Eight new résumé clients by June 1, 2015.

What will be your reward? I will buy myself a new iPad Air 2

Success Ingredients

Target Date

- | | |
|---|-----------|
| 1. Customer database — set up and enter 100 previous clients contact info | 5-18-2015 |
| 2. Identify 12 recruiter prospects to cultivate active referral partnerships with | 5-20-2015 |
| 3. Identify 20 potential speaking venues (associations, libraries, etc.) | 5-24-2015 |

Daily Actions

1. **Spend 30 minutes each day on my Success Ingredient projects**
2. **Re-contact 3 former clients each week**
3. **Send handwritten notes to 2 people each week who have referred clients to me in the past**
4. **Contact 3 possible venues (groups/associations) each week about speaking opportunities**
5. **Contact 3 recruiters each week to cultivate referral partnerships**
6. **Reach out to 5 potential clients on LinkedIn every week**
7. **Attend one in-person networking event each week**
8. **Give two LinkedIn Recommendations each week**
9. **Reach out to (in person or by phone) one resume writer colleague (potential referral partner) each week**
10. **Write in my success journal each evening**

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Special Permission I believe in my talents and abilities to change lives!