## Insert this correction at page 11

## Figure 1-1 Completed Action Worksheet

GET CLIENTS NOW! <sup>™</sup> Action Worksheet What strategies will you use?						
1. DIRECT CONTACT AND FOLLOW-UP	2. NETWORKING AND REFERRAL BUILDING	3, PUBLIC SPEAKING	4. WRITING AND PUBLICITY	5. PROMOTIONAL EVENTS	6. ADVERTISING	
◂	₫					
How much bus	stuck or what needs the Filling the pipeline siness do you have now siness do you really was at get you? _pay off	□ Following up □ ? 11 clients nt? 20 clients				
	rogram goal? _4 ne.					
1. market niche definition					10/06/06	
2 10-second introduction					10/13/06	
3. 3 networking venues					10/20/06	
2. Send lett 3. Place war 4. Go to 1 no 5. Contact 3 6. Have lund 7. Make 3 m 8. Send an i 9. Ask for d	2 hour each day of the control of th	6 new people ea pects per day each week ferral partners a colleague once sts each week o 3 colleagues p	each week per week er week			
10. Visualize	success daily					
Special Permis	sion <u>I give myse</u>	lf permission to	have enough tim	e for everything	3	

## Insert this correction at page 84

Figure 5-2 Adding Daily Actions to the Action Worksheet

What strategies will you use?  DIRECT CONTACT 2. NETWORKING AND REFERRAL BUILDING 3. PUBLIC SPEAKING 4. WRITING AND PUBLICITY 5. PROMOTIONAL EVENTS  1. OF THE PROMOTIONAL EVENTS 1. OF THE PR	6. ADVERTISING					
Where are you stuck or what needs the most work?						
Filling the pipeline  Following up  Getting presentations  Closing sales						
How much business do you have now? 11 clients						
How much business do you really want? 20 clients						
What would that get you? _pay off my credit cards, take a vacation, feel less str	essed					
What is your program goal? 4 new clients by the end of the program						
What will be your reward?go_on_a_ski_weekend						
Success Ingredients	Target Date					
1. market niche definition						
2. 10-second introduction						
3. 3 networking venues	10/13/06 10/20/06					
J						
Daily Actions						
1. Spend 1/2 hour each day on my Success Ingredient project						
2. Send letters or e-mails to 6 new people each week						
3. Place warm calls to 2 prospects per day						
4. Go to 1 networking event each week						
5. Contact 3 new potential referral partners each week						
6. Have lunch or coffee with a colleague once per week						
7. Make 3 message board posts each week						
8. Send an item of interest to 3 colleagues per week						
9. Ask for a referral once per day						
10. Visualize success daily						
Special Permission I give myself permission to have enough time for everythi	ng					