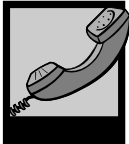


GET CLIENTS NOW!™ Action Worksheet

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

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? _____

How much business do you *really* want? _____

What would that get you? _____

What is your program goal? _____

What will be your reward? _____

Success Ingredients

Target Date

1. _____

2. _____

3. _____

Daily Actions

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____

8. _____

9. _____

10. _____

Special Permission _____