

# 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 \_\_\_\_\_