

## Module 6 – Turning It All To Gold



### Business Plan

Do you have a Business Plan? Y/N What top 3 things would you put in your Business Plan?

- 1.
- 2.
- 3.

I will do my Business Plan by \_\_\_\_\_ (date)

### Creating a Referral Network

How many Networking Groups do you belong to?

I commit to booking \_\_\_\_\_ one-on-ones

I commit to following up with \_\_\_\_\_ one-on-ones

Name 3 contacts who you could refer

- |          |                        |
|----------|------------------------|
| 1. _____ | Type of referral _____ |
| 2. _____ | Type of referral _____ |
| 3. _____ | Type of referral _____ |

Name 3 other business contacts who you could refer

- |          |                        |
|----------|------------------------|
| 1. _____ | Type of referral _____ |
| 2. _____ | Type of referral _____ |
| 3. _____ | Type of referral _____ |

I am looking for referrals for:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### Who Are You POI's (Person of Influence)

Name 5 POI's that you know or are aware of that you would like to contact

- |          |          |
|----------|----------|
| 1. _____ | 2. _____ |
| 3. _____ | 4. _____ |
| 5. _____ |          |

What 3 things are you doing to engage and grow the relationship?

- 1.
- 2.
- 3.

### The Power Of 5

Who are your Power team of 5?

- |          |          |
|----------|----------|
| 1. _____ | 2. _____ |
| 3. _____ | 4. _____ |
| 5. _____ |          |

Why?

What do they contribute to you?

What do you contribute to them?



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### Get Connected, Get Booked, Get Business

How do you keep your clients engaged and connected?

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What is your special offer/relationship builder?

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How often do you contact them?

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### Additional Income Generators

What 3 topics could you create an online course about?

- 1.
  - 2.
  - 3.
- 

What expertise do you offer? (Top 3)

- 1.
  - 2.
  - 3.
- 

If you offered a webinar in a subject, what would it be? Why?

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How do you track your sales and leads? (sales funnel)

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What does your sales funnel look like?

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Would you invest in a lead generation tool like a CRM?

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What would you use the lead generation tool for?

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I will implement a lead generation tool by \_\_\_\_\_ (date) and have \_\_\_\_\_ (no.) contacts by \_\_\_\_\_ (date)

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\$ Goal: by \_\_\_\_\_ (date) I will have generated \$ \_\_\_\_\_ in income

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