

7 Step Roadmap to Clients in 2018

STEP 1: Vision

You have a clear idea of what you want your future self to look like.

Action: Your best self in 3 categories - relationships, business, health.



STEP 2: Niche

You know what your niche is, and cater to clients in that niche.

Action: Choose a profitable niche based on the 4 point criteria.



STEP 3: Offer

You know what value you bring, and have created an irresistible offer.

Action: An initial offer and a core offer based on what they already use.



STEP 4: Presentation

You present yourself in the best possible light, so clients can see the real you.

Action: Build a professional info packet, website, and social media presence.



STEP 5: Pitch

You have a perfect pitch that closes deals at will.

Action: Craft a winning proposal, close the deal, and get started right away.



STEP 6: Project

You handle projects professionally, so clients will want to hire you again.

Action: Deliver your best work, on time, and build friendships for many future projects.



STEP 7: Partnership

You have a system for turning projects into clients, and clients into long-term partners.

Action: Use the Endless Profit Matrix System to create long-term project flow.

