

Introduction

Being a LifeVision Expert, mentor and motivator is at the center of what I do professionally. It's part of my soul purpose as I empower others in reaching their divine and full potential. My unique benefit statement is: I work with entrepreneurs in creating a powerful and recorded LifeVision that defines their soul purpose, proves clarity and focus for not only their business but all areas of their life! I make fantastic money with my business but it is the thrill of seeing lives change that is my true motivator.

Daily/Weekly Schedule

I have developed a daily schedule that I follow that drives my business. I arrive at the office every morning before 9:00 am. The first thing I do is pull up my calls for the day and review my notes for each person. I call the people on my daily task list and always ask for referrals. I average 5 referrals per week from my sphere of influence. I follow proven models that generate the leads to achieve my goals. I make my calls between 9:30 and 11:00 each morning. I talk to 10 people every morning. I know the law of averages work in my favor and as a result I close an average of 1 transaction per week. From now until the end of the year, I close 20 transactions. To accomplish this, I set 4 appointments a week to hold 3 appointments. Next year, I increase my transactions to 100. I set 8-9 appointments week and hold a minimum of 6 appointments. From 11-11:30 every day, I check emails, voice mail and return calls. After lunch for a minimum of 2 hours I deal with all management and paper issues. And from 3-5:00 I either go on appointments, go to closings or stay in the office and negotiate offers or prospect.

Here's another sample:

My schedule for the week consists of a 2 hour block each morning Monday Through Friday where I spend 30 minutes returning important emails and voice mail, then 45 minutes writing - whether it's working on a speech I'm giving or a newsletter or blog. And my last 45 minute block is focused on marketing where I send out inquiries and do follow ups on getting speaking gigs. I typically book 2-3 speaking gigs each week. This is always the most productive 2 hours of my day and I feel satisfied knowing that my consistency is putting money into my bank account.

Projects

I have a large presence on the internet and with the help of Rhonda and Nichole, my new website has gone from static to evolving. Blogging is one of my main marketing techniques that provide readers with information that they can use immediately plus a desire to improve their own techniques in goal setting. I have incredible content that keeps prospective and current clients coming back week after week. My website is set up to name squeeze using the soft approach of a free ebook. My list grows by 250 per month and I have 3,000 names by the end of the year. My blog is always updated at

least 3 times a week. One entry is a well thought out and developed article, one is a video success story that speak of one of the concrete benefits of my coaching and one is valuable information or resource. I work on this every morning at 9:00 am for a minimum of 30 minutes. It feels fantastic as each entry is posted and I receive a high number of comments.

My automated emails, webinars, recorded calls and structure of Infusionsoft is streamlining my entire business, making it easy for me to live the lifestyle I've always wanted.

I spend an hour each morning during my focused business time to write all of my automated emails for both my opt-in and xyz product. It's exciting to have this project done and hand it over to my webmaster by Sept 30th. The automation of my business is making it easier and now I'm using my time more efficiently. I love making money while I sleep!

I have a dependable webmaster and 2 virtual assistants including 1 from the Philippines who are on my team by Nov 15th. I hire a full time Philippino for just \$350 per month that works for me 40 hours per week doing all of my social media, newsletters, setting up my JV and guest expert calls, and SEO. I have a detailed list of what tasks I want my assistants to accomplish for me and we use the Basecamp system to track all tasks, when they are completed and time tracking. This is very organized and I always know what is going on in my business. I have completely gone through the John Jonas's Replace myself program and I know the exact process to hire a new VA by Nov 1st. I create an ad and interview between Nov 1 and 15th. It's exciting to be able to hire out many of my repetitive tasks.

With ease I tell people what I do in my career. I know I am introducing them to something that can make a drastic difference in their life!! That makes it so easy to share this opportunity with them. People are interested in my work and what I do. I feel good about the work that I provide and enjoy the benefits of helping people.

My favorite part of my business is closing the deal. I am a master at it; it comes as naturally as breathing. I understand that closing a person is merely helping them recognize that NOW is the time for decision-making. They are excited about what I've shared with them and they are anxious to continue. My potential clients are comfortable with the manner that we transition to this close. I lead them gently to CHOICE and they make the correct one for them. I have learned to master this by practicing on friends and family many times. My expertise pays off, as I not only gain a new client but also income that provides for my needs and the needs of my family.

I spend two mornings each week working on my marketing. On Tuesday morning from 9 - 10 am, I confidently write emails and make my follow up calls to get speaking and JV opportunities as well as to new Ideal Clients referrals. I find two partners to JV every 6 weeks. They introduce me to their list and I give a tele-seminar with an offer for a complimentary strategy session. 30% of the callers reply and sign up for discovery

sessions. My email list is growing fast and people are excited to learn about my work and how it can help them or someone they love.

On Thursday morning, I feel inspired to write a valuable article or video or work on an information product that I offer to my Ideal Clients. This makes me immediate money and is one of my fastest paths to cash.

I am dedicated to my marketing plan that consists of making at least 20 prospecting calls daily. I love making my calls each day. I feel positive and confident each time I pick up the phone. Through creative marketing strategies I set at least 1 new client appointment each day. I also attend regular networking and social events that are a great leads source for my business. As a result of my marketing and networking efforts, I am actively involved in at least 5 meetings each day on Tuesdays, Wednesdays and Thursdays with prospects, clients and networking opportunities. By April, all of my clients are coming from referrals. My clients are doctors, dentists, attorneys and business owners who all make at least \$50,000 per year and have at least \$20,000 of investable assets. My clients are positive individuals who are ready and willing to take action and responsibility for their financial lives.

Public Speaking is also a key part of my business. I have 3 keynote addresses that I am comfortable giving. I set up at least one speaking gig monthly. I have designed these addresses to be motivational, educational, and slightly humorous. I give an incredible presentation with high confidence and assurance. I know my stuff and can wing it when called upon. Many keynotes I give free and many are for a fee. My topic are: _____(fill in the blank). I join Toastmasters in March to polish my speaking abilities. I am also part of a dynamic Mastermind group that is key to my success.

My hard work pays off when in June we purchase a brand new boat - a Mater Craft PS 190. We go shopping for this family top in April. I have our down payment of \$15,000 and can afford the monthly payment over the next 2 years with ease.