



# Action Worksheet

What strategies will you use?



1. Direct Contact and Follow Up



2. Networking & referral building



3. Public Speaking



4. Writing & Publicity



5. Promotional Events



6. Advertising

Where are you stuck:  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 programme 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:	
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# Get Clients Now! - Tracking Worksheet

Start Date: 19/3

Weather Report (1-10 scale)	19/3	20/3	21/3	22/3	23/3	24/3	25/3	26/3	27/3	28/4	29/4	30/4	1/5	2/5	3/5	4/5	5/5	6/5	7/5	8/5
Me																				
My Body																				
<b>Success Ingredients</b> (% done)																				
1																				
2																				
3																				
<b>Daily Actions</b> (Y/N)																				
1																				
2																				
3																				
4																				
5																				
6																				
7																				
8																				
9																				
10																				
<b>Total</b> (# of 10)																				
<b>Programme Goal</b> (% of target)																				
<b>Special Permission</b> (Y/N)																				