

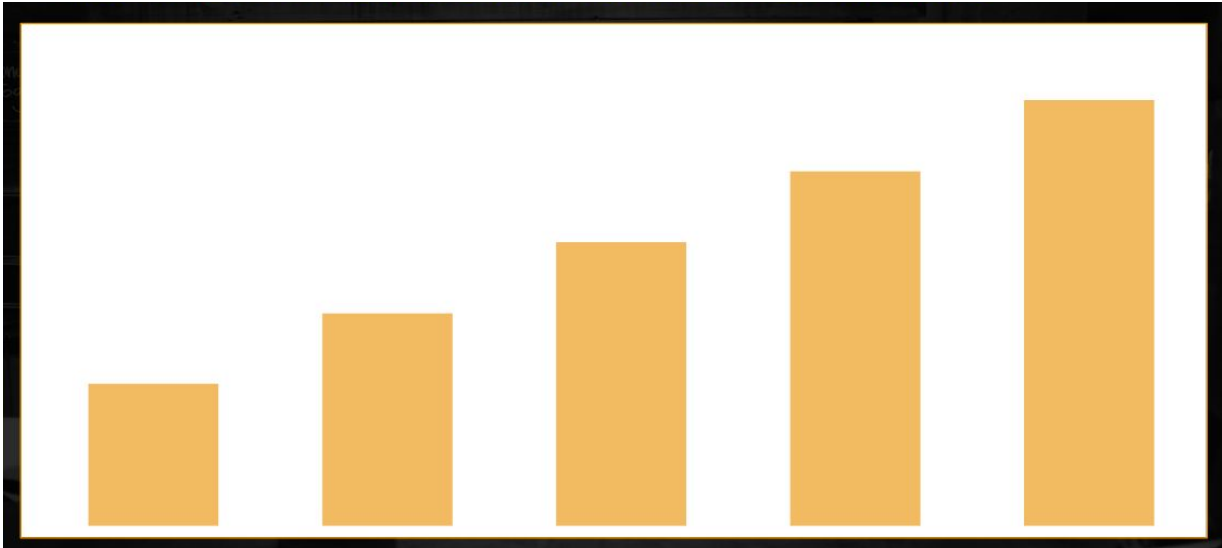
“10 Clients in 30 Days” Webinar Workbook / Action Guide

Why do so many professional services business struggle?

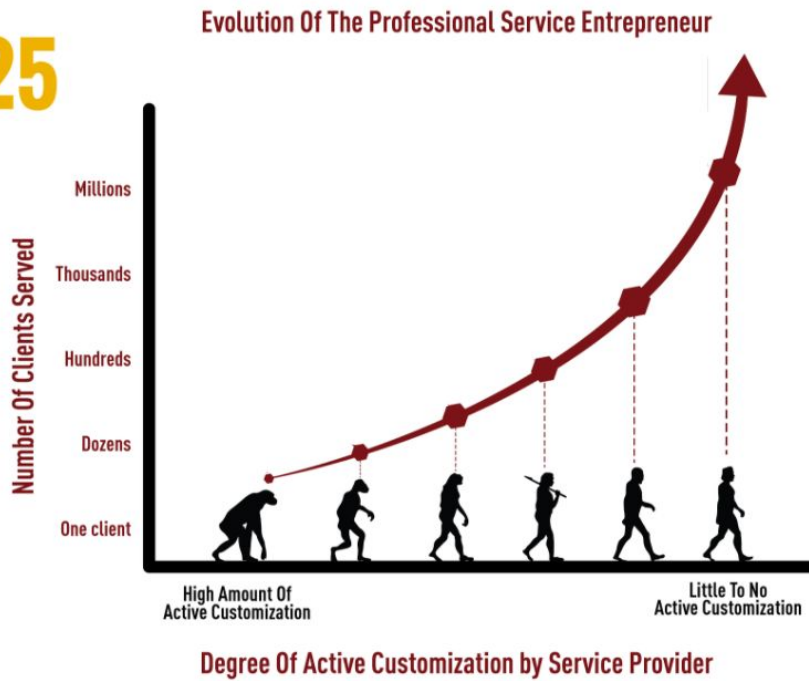
Reason #1: The _____ for _____ Rollercoaster

Reason #2: No _____

Write a big “X” where you think your products and services fall on your current Product Ladder



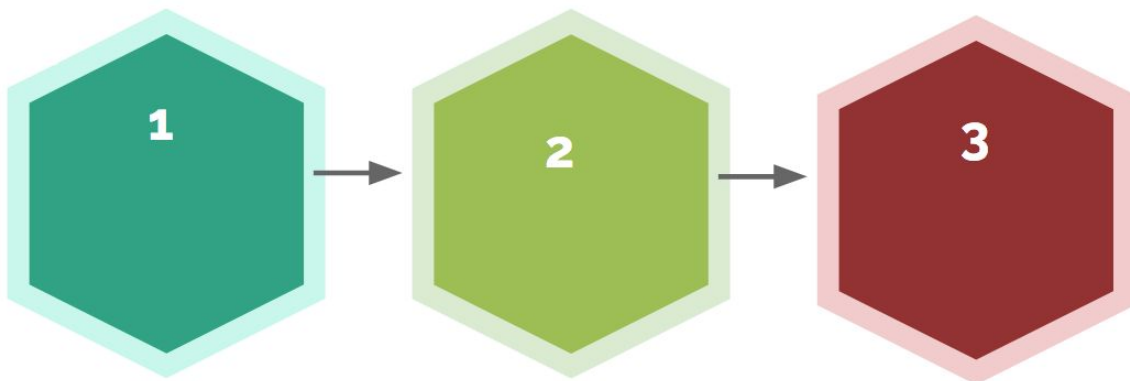
Write a big “X” where your products and services fall on the “Evolution of the Professional Services Entrepreneur” chart. What new revenue opportunities would be easiest for you to add on this chart without a lot of additional time, energy or effort?



The Traditional Approach to Creating New Products or Services:

Fill in the 3 steps from the presentation:

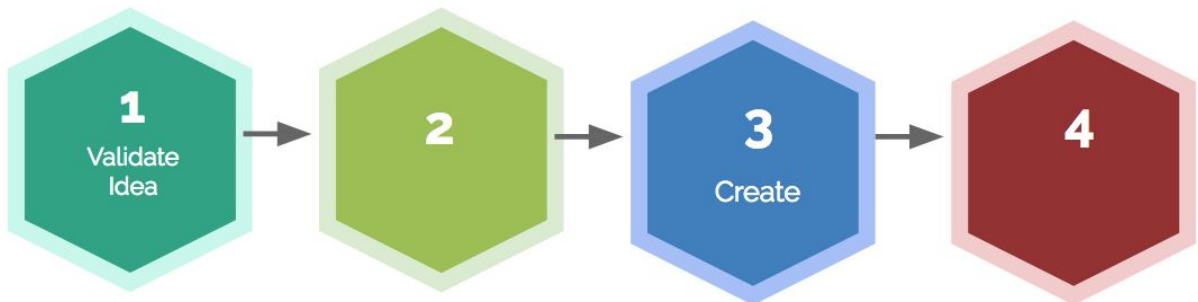
Traditional approach to creating products and services:



The Modern Approach to Developing Products and Services

Fill in the missing steps from the presentation:

Modern approach to creating products and services:



The 4 Things You Need to Do to Add Multiple Streams of Income to Your Business

Fill in the missing information from the presentation:



Start Small



Double down on what works

