

Cause and effect to reach 5k p/m

Step 1(extra step) expand my network and speak to people who are well connected or own businesses

Step 2 - Refine my outreach and present a valuable offer to prospects

Step 3 - Make sure that I get rid of assumptions (I recently made this mistake when outreaching because he had a opt in page and I assumed he wasn't sending emails but he was)

Step 4 - Send the outreach

Step 5 - When replying to prospects DO NOT come across as needy or desperate that will give them the ick

Step 6 - Book a sales call and make sure they're actually a good prospect to partner with

Step 7 - if they're a suitable prospect then come up with a plan moving forward

Step 8 - Execute the plan that has been put in place, this could be to increase their sales through email marketing, get more traffic to their website through SEO or increasing their landing page conversion rate.

Step 9 - Send the invoice to them BEFORE sending them the work, this way you maintain leverage so they can't take the work and leave

Step 10 - Recieve the invoice

Step 11 - Upsell previous clients where possible

Step 12 - Repeat this process over and over again

Step 13 - Do this until I reach 5k p/m