

HANDLING THE UNKNOWNNS:

My first checkpoint is Landing my third client.

Unknowns:

1. I don't know how many outreaches I would have to send.
2. I don't know the specific offer I would offer the client I want to land.
3. I don't know how many leads I would need to close to earn them \$1000.
4. I don't if I would land the client by warm or cold outreach.

My situation is "Reckon by fire" I can test as much as possible until I succeed.

My scientific method

1. My hypothesis:
 - a. I will use curiosity instead of telling them the actual way I will help them to see if they would reply.
2. Design a test:
 - a. I will send 10 with curiosity bullets and 10 without it.
3. Measure the results
4. Either use the winning or create a new hypothesis