

100 G WORK SESSIONS AWAY

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G Work Checklist

- ☒ ~~Set a desired outcome and plan actions~~
- ☒ ~~Pick an attitude~~
- ☒ ~~Hydrate, Caffeinate, Get the blood flowing~~
- ☒ ~~Remove distractions~~
- ☒ ~~Set a timer for 60-90 mins~~
- ☒ ~~Get started~~
- ☒ ~~Evaluate afterwards~~

SESSION #1 - 06.06.2024 13:30 PM

Desired Outcome:

- Know more on how to get attention as a local cleaning company

Planned Tasks:

- Top player analysis cleaning niche: One-Services Frankfurt

Post-session Reflection

- My best ever Market Research/Top Player Analysis so far
 - Next g work session will be about the same objective
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SESSION #2 - 06.06.2024 15:15 PM

Desired Outcome:

- Know more on how to get attention as a local cleaning company and how to get the reader to book a consultation session

Planned Tasks:

- Top player analysis in the cleaning services niche: One-Services Frankfurt

Post-session Reflection

- Almost Completed the analysis
 - I FEEL POWERFUL
-

SESSION #3 - 07.06.2024 + 17:30 PM

Desired Outcome:

- Know more on how to get attention as a local cleaning company and how to get the reader to book a consultation session

Planned Tasks:

- Continuing my top player analysis from yesterday

Post-session Reflection

- , after talking to my client I will be ready to launch the funnel and write website copy
-

SESSION #4 - 07.06.2024 + 20:00 PM

Desired Outcome:

- Write a first draft of website copy using chatgpt for the cleaning company i did research for

Planned Tasks:

- Give chatgpt the prompt and ask what information it needs
- Provide the extra information

Post-session Reflection

- I am done and now have the research and the first draft to show my client tomorrow
 - I STILL FEEL POWERFUL AF
-

SESSION #5 - 08.06.2024 16:00 PM

Desired Outcome:

- Know more about how get my agency client new clients

Planned Tasks:

- Watch the “Harness your LinkedIn/Instagram” Courses, take notes and implement the information on my clients socials

Post-session Reflection

- It was my worst GWS so far, I have to step my game up tomorrow
-

SESSION #6 - 09.06.2024 16:00 PM

Desired Outcome:

- Have a concise yet conclusive Sunday OODA Loop

Planned Tasks:

- OODA Loop about my entire week

Post-session Reflection

- This is the first OODA Loop I could genuinely finish without craving for my phone or other bad habits. Unhooking from these sins is the best way to increase your speed.
-

SESSION #7 - 09.06.2024 17:10 PM

Desired Outcome:

- Start to harness my webdesign agency client's LinkedIn for outreach

Planned Tasks:

- Watch the "Harness your LinkedIn" Course
- Implement the first things

Post-session Reflection

- I am happy with that GWS. This I like the work for this client the least but since the challenge started that is not a limiting factor anymore
-

SESSION #8 - 10.06.2024 17:00 PM

Desired Outcome:

- Get local clients first for my webdesign client (based on Prof. Dylan's recommendation)

Planned Tasks:

- Watch the "Local business outreach" Course on the SM + CA Campus

Post-session Reflection

- This was a more passive GWS, but I am now prepared to actively start prospecting and get my client some paid clients
-

SESSION #9 - 10.06.2024 + 20:00 PM

Desired Outcome:

- Get local clients first for my webdesign client (based on Prof. Dylan's recommendation)

Planned Tasks:

- Start prospecting local accounting firms in my clients area

Post-session Reflection

- I found 15 prospects in that hour. I am not satisfied but proud that I did that work at all. I will prospect more in my next GWS
-

SESSION #10 - 11.06.2024 + 15:00 PM

Desired Outcome:

- Get local clients first for my webdesign client (based on Prof. Dylan's recommendation)

Planned Tasks:

- Start prospecting local accounting firms in my clients area

Post-session Reflection

- I now have 30 local prospects for my client. I will start cold-calling them in two days.
-

SESSION #11 - 11.06.2024 + 17:00 PM

Desired Outcome:

- Do research for a client's trading course

Planned Tasks:

- General market research

Post-session Reflection

- The GWS did not work as well as the others before, but I still managed to get some good insight on the target market and even found a nice FB ad to model
-

SESSION #12 - 12.06.2024 + 16:00 PM

Desired Outcome:

- More insights regarding the target market of my trading course client

Planned Tasks:

- Find a top player and analyze the structure of their funnel

Post-session Reflection

- I fulfilled to task and found a top player, whose funnel I can analyze over the next few days. But my focus today is not as good as in the last few days. I have to do an OODA Loop on how to focus better in my next GWS.
-

SESSION #13 - 12.06.2024 + 16:00 PM

Desired Outcome:

- Writing acceptable Homepage copy for my cleaning services client fast using AI
 - having a base to refine later

Planned Tasks:

- Use chatGPT and Profs lesson on how to write copy with AI

Post-session Reflection

- It spit out some copy but I am not satisfied with the outcome. I will refine the prompts I used in the next few GWS
-

SESSION #14 - 14.06.2024 + 9:00 AM

Desired Outcome:

- Have at least 50 prospects for my webdesign client

Planned Tasks:

- Further prospect local business leads on Google Maps

Post-session Reflection

- I now have 47 prospects in total. I will keep prospecting until monday and then reach out to them.
-

SESSION #15 - 14.06.2024 + 11:00 AM

Desired Outcome:

- Know more about the sales funnel of a course in the crypto trading niche

Planned Tasks:

- Do research and analyze a booked consultation call with top player

Post-session Reflection

- I now know exactly how the funnel is built and will show that to my client to implement them
-

SESSION #16 - 16.06.2024 + 11:00 PM

Desired Outcome:

- Client asked me to create first draft of a one pager about a party in my city

Planned Tasks:

- Use Chatgpt's AI website generator
- Generate a Website and customise
- Show client and ask if that's the way he wants it

Post-session Reflection

- It was not hard, but I procrastinated for at least a week
 - Glas I got that done now
-

SESSION #17 - 16.06.2024 + 11:00 PM

Desired Outcome:

- Understand the target market of my trading course client

Planned Tasks:

- Target market research

Post-session Reflection

- I started my research by looking at my clients tiktok comments, but did not find much on there
 - Will keep trying with tiktok on the next GWS, but move to another platform, if I still don't find anything
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SESSION #18 - 16.06.2024 + 12:15 AM

Desired Outcome:

- Understand the target market of my trading course client

Planned Tasks:

- Target market research

Post-session Reflection

- Maybe it's just me, but I don't find any good customer language regarding my client's target market on tiktok
 - I will try reddit tomorrow
-

SESSION #19 - 18.06.2024 17:00 PM

Desired Outcome:

- Understand more on how to gather important information regarding your target market
- Finally overcome the hesitation of doing research

Planned Tasks:

- Watch Prof's beginner live call about Target Market Research

Post-session Reflection

- Prof. Andrew's insights really helped me and I feel confident, that I can now find relevant Target Market information
-

SESSION #20 - 19.06.2024 + 12:00 AM

Desired Outcome:

- Finally do effective Target Market Research for my Trading Course client

Planned Tasks:

- Analyze Competitor's Testimonials

Post-session Reflection

- That finally worked really well. I will continue the Research tomorrow and invest all of my available time into it
-

SESSION #21 - 19.06.2024 15:30 PM

Desired Outcome:

- Keyword research for a new client of my agency client

Planned Tasks:

- Basic Keyword research using semrush (10 free keyword checks/day)
- Market research for my trading course client

Post-session Reflection

- As expected I was forced to end my main goal for this GWS due to my client not having an SEO tool yet.
 - I used a free version of semrush for WIX to rack 10 keyword search
 - After that I continues market research for my trading course client, which went pretty well
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SESSION 22 - 21.06.2024

Desired Outcome:

- Create a cold calling script with good customer language for my webdesign agency client

Planned Tasks:

- Watch Local Outreach course in SM+CA Campus
- Do some basic Customer language research on the dream state
- Write Script

Post-session Reflection

- Wrote the script and am happy about it since I've been procrastinating for so long
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SESSION #23 - 21.06.2024

Desired Outcome:

- Write the Testimonial my client wants to give me
 - (obviously he will review and revise it based on his thoughts)

Planned Tasks:

- Watch the Testimonial course from the SM+CA
- Write Testimonial

Post-session Reflection

- Wrote the first draft of the testimonial. Will show it my client and make him revise it based on the way he talks and on what he thinks of my services
 - I am so excited about this testimonial, if that works in the next few days, I will have a valid reason to charge a lot more for my next clients
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SESSION #24 - 23.06.2024 16:00 PM

Desired Outcome:

- Do an extensive OODA Loop about my week

Planned Tasks:

- OODA LOOP

Post-session Reflection

- I find OODA Loops particularly hard. However, I now did it easily because focusing is not as hard as it was before this challenge.
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SESSION #25 - 23.06.2024 17:30 PM

Desired Outcome:

- Understand the Pains, desires, values and customer language of the target market for my trading course client

Planned Tasks:

- Go through top player testimonials to find applicable information and customer language

Post-session Reflection

- Found a lot of Information
 - I will continue to scour through these testimonials and speak to a customer of my client
 - Then I will probably be ready for the sales call with him
-

SESSION #26 - 24.06.2024 10:30 AM

Desired Outcome:

- Understand the Pains, desires, values and customer language of the target market for my trading course client

Planned Tasks:

- Go through top player testimonials to find applicable information and customer language

Post-session Reflection

- Found a lot of Information
 - I will continue to scour through these testimonials and speak to a customer of my client
 - Then I will probably be ready for the sales call with him
-

SESSION #27 - 24.06.2024 10:15 PM

Desired Outcome:

- Understand the Pains, desires, values and customer language of the target market for my trading course client

Planned Tasks:

- Interview a customer of my trading course client

Post-session Reflection

- He gave me some powerful answers to my questions
 - The call hit a one hour mark and he told me that he needs a quick break
 - I think the call will take another hour so I will count this one call as 2 GWS
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SESSION #28 - 24.06.2024 11:30 PM

Desired Outcome:

- Understand the Pains, desires, values and customer language of the target market for my trading course client

Planned Tasks:

- Interview a customer of my trading course client

Post-session Reflection

- I asked him all the blank question on my Target Market Research Template and he gave me some powerful insights on what to use to trigger the target markets desires
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SESSION #29 - 08.07.2024 9:15 AM

Desired Outcome:

- A first draft of a contract for my Trading Course client

Planned Tasks:

- Use a Template from a chancellery online and refine it to me and my client

Post-session Reflection

- I am done with the first draft. Now I can focus on other things throughout the day
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SESSION #30 - 16.07.2024 12:00 PM

Desired Outcome:

- A plan on how to conquer and make some money until august 31st

Planned Tasks:

- Take a step back and THINK
- Create a Conquest plan based on the process map

Post-session Reflection

- I created my conquest plan. It almost feels like a relief because now I know EXACTLY what to do with my time
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SESSION #31 - 17.07.2024 9:00 AM

Desired Outcome:

- Get a client FAST

Planned Tasks:

- Warm outreach

Post-session Reflection

- No positive responses yet
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SESSION #32 - 17.07.2024 10:30 AM

Desired Outcome:

- Get a client FAST

Planned Tasks:

- Warm outreach

Post-session Reflection

- No positive responses yet
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SESSION #1 - Date + Time

Desired Outcome:

- Objective

Planned Tasks:

- Task 1
- Task 2
- Task 3

Post-session Reflection

- Notes
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