

Goal: Landing a Client - Close sales call - Pitch discovery project - Perform quick analyses on clients business in order to decide how I will provide value (assumption) - Ask specific SPIN questions in order to gather information on the clients specific needs - Build rapport and trust by looking professional and making small talk with client(assumption) - Start zoom call - Dress professionally and prepare my questions - Schedule a time - Get prospect to agree with hoping on a sales call - Project massive opportunity and value through a cold outreach email(assumption) - Craft email with massive amounts of intrigue while also seeming casual like I don't really care whether or not it works

out(unknown) - Come up with an intriguing subject line in order to captivate the prospects

attention(unknown) - Test and reform unique

outreach method(assumption) - Come up with

unique outreach method (Unknown) - Prospect in

specific niche - Create Avatar(unknown) - Research

niche(unknown) - Pick niche(unknown) - Master my

skill as a Copywriter in order to create value - Put in

the Writing reps (Practice sale pages, email lists,

Ect)- Continue to review notes daily -Finish

reviewing the boot camp and empathy course while

using note taking method - Continue to review my

future self as a reminder - hold the daily check list as

a daily nonnegotiable - Continue to train hard in order to build more mental and physical resilience