

Earns 10K per month

Break this goal down to steps

Currently you make 5K a month

So you will need to make another 5K

Working backwards

1. 10K is in your account

So you need to earn 5K

Could be 1 client that pays you 5K

Could be 2 clients that pay you 2.5K

Could be 3 clients that pay you 1.7K

Could be 4 clients that pay you 1.25K

2. You create massive value for the client (10x what they pay you)

You bring in 50K for 1 client

You bring in 25K for 2 clients

You bring in 17K for 3 clients

You bring in 12K for 4 clients

You will need to create 50K of value every month for your clients

3. How to create massive value

You will need to bring in 10 customers for a business that charges 5K for services

You will need to bring in 50 customers for a business that charges 1K for services

4. How Bring in more customers to your clients

You can Rewrite their website to make sure it appeals to customers (use more powerful copy and images to attract and keep their attention)

Run Ads in the local area to get more customers in.

Improve the Bussines's Reviews and get more social proof.

Have a referral program set up so they can refer their friends for a small gift.

Provide free value through blogs and other social media outlets

5. How to get a client

You will need to outreach to your local business

Send emails, DMs, Phone calls

Make yourself appear on their radar

6. Make a list of prospects

Come up with a list of 25 potential businesses in your selected niche.

Have their emails or a way to contact them

Unknowns:

- Which niche will work
- How do i prove my self in the market
- What if the clients want to pay after instead of before my service
- Where will my work take me (what if i'm in a new city, so it delays my start)