## Strive for The Ideal

**GOAL** - Close a \$1k project before Sep 10th.

What it takes to get there - closing a new client for \$1k AT LEAST

Steps	to Achieve #2 -
•	Apply the Dream 100 Approach
	☑ Find Niches
	☐ Find Prospects - at least 50 for each niche 🔀
	☐ Build rapport daily 🏅
•	Apply Al Automation Outreach
	☐ Buy LinkedIn Sales Navigator (no more free trials available and it doesn't
	allow me to get it with other accounts)
	☐ Ask ChatGPT to give you search terms for Sales Nav based on the courses
	teachings
	☐ Scrape leads
	☐ Craft new outreach strategy
	■ Take inspo from Pope's
	<ul> <li>Create 1 outreach, test it out 20 times, then change a variable and</li> </ul>
	make improvements
	☐ Send outreach messages
•	Apply Local Biz Outreach
	☐ Send outreach to last high quality biz
	■ Filter them
	Cold call local biz with no email available
	■ Create a script to handle a "no"
•	Get on the Sales Calls
	Quickly go through Prof Andrew's sales process again
	Re-iterate through Spin Questions template
	Apply the 2-calls strategy - build rapport + know what they need → strategic
	call
•	Evaluation
	<ul> <li>Keep evaluating the outreach and their stats to stay on track and aikido problems</li> </ul>