

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 AI 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
 - Create 1 outreach, test it out 20 times, then change a variable and 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
 - ☐ Keep evaluating the outreach and their stats to stay on track and aiki-do problems