





































































































100 G WORK SESSIONS AWAY FROM RAINMAKER - 2ND RUN

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 #x - x/x - xx:xx - xx:xx

Desired Outcome:

- Objective

Planned Tasks:

- Task 1
- Task 2
- Task 3

Post-session Reflection

- Notes

SESSION #1 - 14/7, 10:00 - 11:30

Desired Outcome:

- Prepare for the sales call for today and for Monday

Planned Tasks:

- Reply to all the emails
- Organize the times / reminders
- Search for today's call business model
- Perform a top down analysis on him
- Prepare your SPIN questions
- Get your file ready for him

Post-session Reflection

- Ready, sales call at 12:00

SESSION #2 - 14/7 - 14:00 - 15:00

Desired Outcome:

- Prepare the SPIN questions for tomorrow's calls

Planned Tasks:

- Analyze and prepare for the morning call
- Analyze and prepare for the afternoon call

Post-session Reflection

- Got the first one ready, I had to watch a nice training of a TAO of marketing PUC that talks about spas. I also did research on the person to get a better understanding of who I am going to be talking to tomorrow. She is a bit of a higher network individual due to some TV shows and she is also working with another company ATM. We will see how everything goes. I am prepared.

SESSION #3 - 14/7 - 15:05 - 16:05

Desired Outcome:

- Prepare the SPIN questions for tomorrow's calls

Planned Tasks:

- Analyze and prepare for the afternoon call

Post-session Reflection

- Finished it earlier - This one didn't really have an online presence. I am not that positive about him and I really don't know if I want to work with him. He isn't as kind as the other 2 prospects. But we will see what is going to happen. I am going to send some warm outreach messages till the time is done. It's Sunday and everyone is a bit more relaxed. A nice time to catch up.

SESSION #4 - 16/7 - 11:00 - 12:30

Desired Outcome:

- Figure out a discovery project for Spa

Planned Tasks:

- Take notes from the Tao PUCs on Spa/Beauty Salons
- Top player breakdown for Spa in my city
- Come up with a discovery project for my best lead

Post-session Reflection

- I pretty much think the best strategy here is the Google ads for high intent buyers, but I will do a lot more research on the market in my next one and then I'll ask some very important questions to my client in order to get a better understanding of the people that

we are going to be talking to. This GWS involved studying and taking ideas from my best sources of information - Tao of marketing videos and the Local business guide.

SESSION #5 - 16/7 - 14:40 - 16:10

Desired Outcome:

- Come up with a winning strategy / discovery project for my Spa client

Planned Tasks:

- Analyze business situation and needs
- Analyze top players
- Brainstorm different marketing solutions to solve their growth needs
- Get feedback in TRW chats

Post-session Reflection

- Got a bit stuck while trying to find the best player to model. I believe I found some good ones, I'll do one more research, model them and then come up with the strategy.

SESSION #6 - 16/7 - 16:45 - 18:15

Desired Outcome:

- Come up with a winning strategy / discovery project for my Spa client

Planned Tasks:

- Analyze top player
- Brainstorm different marketing solutions to solve their growth needs
- Get feedback in TRW chats

Post-session Reflection

- Went okay, got some feedback, still a lot of work to do. I had a problem finding the best top player because my client has a more "luxury product" than some of the "top players". I will have to ask for that in the chats as well.

SESSION #7 - 17/7 - 13:50 - 15:20

Desired Outcome:

- Come up with a winning strategy / discovery project for my Spa client

Planned Tasks:

- Analyze top player
- Brainstorm different marketing solutions to solve their growth needs
- Get feedback in TRW chats

Post-session Reflection

- Mediocre performance. Not effective, got confused as to what the fuck to do in the analysis. It's another thing watching the professor do it and another thing doing it yourself. I have to get this done in the next 1, maximum 2 GWS though. Going to get coffee and work my ass off.

SESSION #8 - 17/7 - 16:15 - 17:45

Desired Outcome:

- Come up with a winning strategy / discovery project for my Spa client

Planned Tasks:

- Analyze top player
- Brainstorm different marketing solutions to solve their growth needs
- Get feedback in TRW chats

Post-session Reflection

- Posted it on TRW, got some feedback. Off to the gym, GET STRONGER and come back for more GWS.

SESSION #9 - 17/7 - 21:20 - 22:50

Desired Outcome:

- Come up with a winning strategy / discovery project for my Spa client

Planned Tasks:

- Gather all the information from the feedback
- Evaluate your choices
- Check the starts with similar web
- Check the keywords with semrush
- Finalize the offer and send it again for a review in the chats.

Post-session Reflection

- I believe I got it done. The picture is a lot more clear. Going to eat my last meal of the day and then have another one.

SESSION #10 - 17/7 - 23:30 - 00:30

Desired Outcome:

- Come up with a winning strategy / discovery project for my Spa client

Planned Tasks:

- Make a conscious decision about the strategy you'll be using. OK
- Understand exactly all the tools and metrics you'll be using.
- Make the presentation for her
 - Step by step process
 - Write down the requirements from her side
 - Reasons behind
 - Make it clear and precise
- Finalize the offer and send it again for a review in the chats

Post-session Reflection

- Got a bit further but my mind is literally fried. I cannot think and read whatever chat gpt puts in front of me. Still completed one hour. I am going to stop here. Help Gs in chats for a bit and then go to sleep.

SESSION #11 - 18/7 - 10:10 - 11:40

Desired Outcome:

- Make the discovery project offer - presentation

Planned Tasks:

- Look at the lessons that the professor told you
- Finalize the offer
- Understand all the tools that you'll need
- Write down all the steps that are going to be taken by both sides
- Make the presentation
- Sent it over to TRW chats for a review

Post-session Reflection

- The call from Professor Andrew was AMAZING. I still got some of it to go through. I got some amazing insights though. Changed my strategy a lot. Let's see what we can do.

SESSION #12 - 18/7 - 13:00 - 14:30

Desired Outcome:

- Make the discovery project offer - presentation

Planned Tasks:

- Look at the lessons that the professor told you
- Finalize the offer
- Understand all the tools that you'll need
- Write down all the steps that are going to be taken by both sides
- Make the presentation
- Sent it over to TRW chats for a review

Post-session Reflection

- Okay, a bit better. Too many things and too much info to cover. I have to understand everything perfectly before I present it. I believe in the next one I'll have everything prepared and ready to be presented.

SESSION #13 - 18/7 - 17:00 - 18:30

Desired Outcome:

- Make the discovery project offer - presentation

Planned Tasks:

- Finalize the offer
- Understand all the tools that you'll need
- Write down all the steps that are going to be taken by both sides
- Make the presentation
- Sent it over to TRW chats for a review

Post-session Reflection

- Got it done. I will not send it for feedback. At the end of the day, it's everything that the Professor said to me to do. I am going to present it to my lead and hopefully I'll close her.

SESSION #14 - 19/7 - 10:30 - 12:20

Desired Outcome:

- Come up with the discovery project for both of the school leads

Planned Tasks:

- Analyze their situation and needs
- Analyze top players
- Brainstorm different ideas to solve their needs
- Get feedback from TRW chats

Post-session Reflection

- Completed the one top player analysis, I am on a great rhythm. In the next one I am getting both projects done and I am sending the emails to the leads. I have to move faster. This took me 20 minutes more than the desired time.

SESSION #15 - 19/7 - 13:35 - 15:05

Desired Outcome:

- Come up with the discovery project for both of the school leads

Planned Tasks:

- Analyze their situation and needs
- Analyze top players
- Brainstorm different ideas to solve their needs
- Get feedback from TRW chats

Post-session Reflection

- Exactly 2 hours in this one as well. Not 100% focused since i got distracted for like 10 minutes. I will brainstorm my options for the second one as well and post it right after this GWS to get my opinions from the expert guides.

SESSION #16 - 20/7 - 16:30 - 17:30**Desired Outcome:**

- Get organized and plan the next steps

Planned Tasks:

- Send the emails of the discovery project offers to the 2 leads
- Reply to any other email you've got from leads
- Write down the reply dates/answers in your google spreadsheets
- Come up with the new strategy you will be testing for outreach.

Post-session Reflection

- Alright, finally got organized here. I am going to have to brainstorm some ways to AIKIDO all the current problems that I saw from these statistics from the 40 emails that I sent. Then I will start the next GWS to FIRE AWAY OUTREACHES.

SESSION #17 - 20/7 - 19:45 - 21:00

Desired Outcome:

- Outreach to 25 prospects / test the new outreach method

Planned Tasks:

- Prepare the template email
- Outreach to 5 prospects from all the 5 niches

Post-session Reflection

- Bad GWS. I did a whole hour of troubleshooting for the DNS Records in order to get my emails delivered through my professional email. It was extremely frustrating. I still didn't get it done. I will do it in the next one though.

SESSION #18 - 20/7 - 22:30 - 00:00

Desired Outcome:

- Finish the troubleshooting

Planned Tasks:

- Finish with the DNS servers troubleshooting
- Make any other changes if necessary to the website

STOPPED HERE-FIGURED OUT A WAY 30 MINUTES IN TO SOLVE THE PROBLEM

RE EVALUATION for the next 1 hour of the GWS

- Prepare the email template
- Craft the 25 outreaches for the emails
- Program them to be sent tomorrow morning.

Post-session Reflection

- Well, again, I had some questions about the outreach. Went in the chats and asked about it. I created an outline. Let's see it again tomorrow, fresh in the morning and I'll see if I'll use it or remake it.

SESSION #19 - 21/7 - 12:40 - 14:45

Desired Outcome:

- Outreach to 25 prospects / test the new outreach method

Planned Tasks:

- Prepare the template email
- Outreach to 5 prospects from all the 5 niches

Post-session Reflection

- I tried to do it in 1.5 hours. This one was a bit more difficult. Took 2. I wasn't going to waste another GWS for that. Next time I'll be better though.

SESSION #20 - 21/7 - 17:30 - 18:30**Desired Outcome:**

- OODA Loop

Planned Tasks:

- Sunday OODA Loop session.
- If finished earlier, help Gs in chats.

Post-session Reflection

- Finished a bit earlier. Going to help Gs in the next 30 minutes to complete the checklist.

SESSION #21 - 21/7 - 20:10 - 21:40

Desired Outcome:

- Publish the new article

Planned Tasks:

- Create the article
- Translate the article
- Make the article creative
- Post it online
- Post it on SM

Post-session Reflection

- I tried my best in this. I had too many things going on (family members, visitors etc). I couldn't leave the house so I tried focusing no matter the distractions. Didn't get the result that I wanted. Still, it's okay, tomorrow I know I will have all the time in the world to have the best possible GWS.

SESSION #22 - 22/7 - 10:15 - 11:45**Desired Outcome:**

- Publish the new article

Planned Tasks:

- Create the article
- Translate the article
- Make the article creative
- Post it online
- Post it on SM

Post-session Reflection

- Finished the second draft. In the next one, I am posting it.

SESSION #23 - 22/7 - 14:30 - 17:00

Desired Outcome:

- Publish the new article

Planned Tasks:

- Make final changes to the flow of the article
- Make the article creative
- Post it online
- Post it on SM
- If you get spare time, fix anything related to the website

Post-session Reflection

- I'm a bit pissed. But I wasn't going to give it another GWS. It took 1 more hour than what I wanted, BUT, the 45 minutes were just fixing / designing things on the website + posting on SM. I'll eat and we will start a nice outreaching session next.

SESSION #24 - 22/7 - 18:00 - 19:00

Desired Outcome:

- Send 25 outreaches

Planned Tasks:

- Study yesterday's response rate
- Reply to any messages
- Send the 25 outreaches (five from each niche)

Post-session Reflection

- I only sent 10. Tracking down everything and then making adjustments takes some time actually. It was my first time doing that as well. I will not drag this longer though. I should be faster. Tomorrow I will be. Going to the gym now.

SESSION #25 - 23/7 - 10:00 - 11:30

Desired Outcome:

- Finish the outreach for today

Planned Tasks:

- Send 15 outreaches to the other 3 niches that you didn't sent yesterday
- Follow up to the prospects you reached out to on Sunday
- Follow up to all the Local Business - Student Outreaches that you sent last week.

Post-session Reflection

- Sent 15 outreaches, followed up to all the Sunday emails, didn't follow up to all the student-approach emails. I'll do that in a smaller 1 hour GWS because they are too many.

SESSION #26 - 23/7 - 14:00 - 15:00**Desired Outcome:**

- Finish the outreach for today

Planned Tasks:

- Follow up to all the Local Business - Student Outreaches that you sent last week.
- Call the 2 leads that you haven't called

Post-session Reflection

- Awesome. Did everything. Sent 30 follow ups. Got 2 people interested. Two sales calls tomorrow. Let's get back on track motherfucker.

SESSION #27 - 23/7 - 17:30 - 19:00

Desired Outcome:

- Gain as many insights as possible about your situation from the Live Beginner Calls where Andrew helps the students.

Planned Tasks:

- Scan all the live calls from Professor Andrew where he is helping students
- Find the bits that will help you with your current state
- Take notes and understand how/when you can/will apply them

Post-session Reflection

- Wow, I got some amazing insights, they really helped me as well when it comes to actually understanding how to handle client situations. Still, I got some more scanning to do. This takes time. I will dedicate one more GWS in this. The next one tomorrow morning will be all about the top player analysis for my sales call tomorrow.

SESSION #28 - 23/7 - 22:50 - 00:10

Desired Outcome:

- Gain as many insights as possible about your situation from the Live Beginner Calls where Andrew helps the students.
-

Planned Tasks:

- Scan all the live calls from Professor Andrew where he is helping students
- Find the bits that will help you with your current state
- Take notes and understand how/when you can/will apply them

Post-session Reflection

- Once again, important information. Not as important as the previous one, but at least I know that there's no more information inside these lives for me - as of now. Let's relax and get it tomorrow. Stronger than ever.

SESSION #29 - 24/7 - 09:30 - 10:30

Desired Outcome:

- Outreach work

Planned Tasks:

- Send follow ups
- Reply to emails
- Check the stats of the previous ones and evaluate the next strategy

Post-session Reflection

- All done - had some trouble shooting to do, but it's all good now. I might have to download chrome in order to have the mailtrack add-on function well. We will see.

SESSION #30 - 24/7 - 11:00 - 12:30**Desired Outcome:**

- Prepare for the sales calls

Planned Tasks:

- Luckily for me, I got two coming today, from the same niche, so!
- Do a Top Player Analysis on the niche
- Study both of the leads and get a better understanding of their niche.
- Prepare the SPIN questions for both calls

Post-session Reflection

- Did it, went amazing, one of the best and easiest TPAs I've done. I guess I am getting better at them the more I do them, especially in different niches.

SESSION #31 - 24/7 - 14:45 - 15:45

Desired Outcome:

- Send 10 more outreaches with BIAB model

Planned Tasks:

- Focus on them with zero online presence - mainly for the website building part
- Send a message to the no-show lead today
- If finished earlier - Help Gs

Post-session Reflection

- 6 from one niche, 2 from another, 3 from another - Total 11 - I finished testing the BIAB method. For the next ones I will be trying a more "tailored approach"

SESSION #32 - 25/7 - 14:35 - 15:50

Desired Outcome:

- Outreach

Planned Tasks:

- Follow up to all the outreaches that you sent on the 23/7 - DONE
- Reply to any emails - send message to the no-show lead to schedule another call - DONE
- Send 10 new outreaches with the new tailor-made approach to the clients (2 from each niche).

Post-session Reflection

- Failed to do it. Had a lot of problems with my mail track thingie. Took care of it. Now I got 8 tailored outreaches to send. I am getting them done in 1 hour.

SESSION #33 - 25/7 - 16:20 - 17:20

Desired Outcome:

- Outreach

Planned Tasks:

- Send 8 new outreaches with the new tailor-made approach to the clients (2 from each niche).
- Reply to any emails you already have
- Organize them on your google spreadsheets

Post-session Reflection

- I was 2 outreaches short. It takes a lot more time to do the tailored ones. It's ok though, it was the first time that I did them, next time I am going to be more prepared. I will go to the gym and come back to send the 2 last ones. Thankfully now everything is organized as well. I'm ready for battle.

SESSION #34 - 26/7 - 11:00 - 12:30

Desired Outcome:

- Outreach

Planned Tasks:

- Send the 2 tailored outreaches from yesterday - DONE
- Send all the follow-ups from the 24th
- Send all the follow ups from the 23rd
- Send 10 more tailored outreaches
- Organize the next follow-ups

Post-session Reflection

- Sent 25 local business student follow ups
- Sent 15 BIAB follow ups
- Could've been faster, I still got a lot of work to do, it was a good GWS.

SESSION #35 - 26/7 - 14:20 - 15:50

Desired Outcome:

- Outreach

Planned Tasks:

- Send all the follow-ups from the 24th
- Send all the follow ups from the 23rd
- Send 10 more tailored outreaches
- Organize the next follow-ups

Post-session Reflection

- Sent the 25 - 3rd BIAB outreach follow-up to prospects
- Sent the 10 2nd BIAB outreach follow-up to pro
- Next follow ups are organized
- Sent only 2 new ones of the tailored ones, I will send the other 8 ones in the next GWS.
This was an important one too.

SESSION #36 - 26/7 - 16:50 - 17:50**Desired Outcome:**

- Outreach

Planned Tasks:

- Send 8 new tailored outreaches

Post-session Reflection

- My head hurts now, but I got that done as well. Holy shit.

SESSION #37 - 27/7 - 12:30 - 13:30

Desired Outcome:

- Outreach

Planned Tasks:

- Send all of today's follow ups (1st and 2nd versions)
- Update the spreadsheets with the replies you got

Post-session Reflection

- All spreadsheets are updated
- Sent 2 Discovery project follow-up emails
- Sent 8 first follow-up emails
- Sent 12 second follow-up emails
- Replied to 2 local outreach student approach rejections

SESSION #38 - 27/7 - 15:15 - 16:45

Desired Outcome:

- Get clarity over the actions the your perform

Planned Tasks:

- OODA Loop on why you cannot get your SPIN question answered in the sales calls
- Post it in TRW for feedback
- Analyze the situation with the gynecologist
- Figure out a discovery project
- Post it in TRW chats for a review
- Bonus question on BIAB - about the doctor asking for credentials

Post-session Reflection

- Did the Spin question OODA Loop and posted it for feedback.
- I will leave the gynecologist strategy / discovery project / review for the next session.
- Posted the BIAB question about the doctor.

SESSION #39 - 27/7 - 18:15 - 19:15

Desired Outcome:

- Come up with a winning strategy for the gynecologist

Planned Tasks:

- Gather the information from the doc
- Analyze the situation with the gynecologist
- Figure out a discovery project
- Post it in TRW chats for a review

Post-session Reflection

- Didn't succeed in this. I got so much feedback that I had to collect and think about it at the same time. It's all good, I am going to swim, get my sun and get back to it.

SESSION #40 - 28/7 - 01:15 - 02:35

Desired Outcome:

- Come up with a winning strategy for the gynecologist

Planned Tasks:

- Gather the information from the doc
- Analyze the situation with the gynecologist
- Figure out a discovery project
- Post it in TRW chats for a review

Post-session Reflection

- The Gs had a lot of information on the reviews. I didn't get my strategy ready, but I got a lot of insights written down on how to handle my sales calls. I was doing so many things wrong. It's insane.

SESSION #41 - 28/7 - 12:00 - 13:30

Desired Outcome:

- Come up with a winning strategy for the gynecologist

Planned Tasks:

- Analyze the situation with the gynecologist
- Figure out the discovery project options
- Post it in TRW chats for a review

Post-session Reflection

- Well, this one another long one, I created the outline for all the sales calls - preparation and key phrases that I will need to have from now on. In the next GWS I am going to take all the possible prospects that I have now and see exactly the next steps that I have to take in order to close them.

SESSION #42 - 28/7 - 15:00 - 16:30

Desired Outcome:

- Organize all of this week's leads - contact them.

Planned Tasks:

- Send a discovery project email to the 1st gynecologist
- Get organized for Wednesdays gynecologist meeting
- Gather the feedback from TRW BM Chats and contact the weird doctor

Post-session Reflection

- I got the dark work done about the interested gynecologist lead. I will have to handle everything perfectly on the sales call - I will have to save the game because I performed a huge mistake in the first sales call. I will message him and then hopefully take care of the sales call tomorrow morning. Let's see what we can get out of it.

SESSION #43 - 28/7 - 20:30 - 21:30

Desired Outcome:

- Outreach / Reply to all the leads

Planned Tasks:

- Gather the feedback from TRW BM Chats and contact the weird doctor and reply to him.
- Reply to all the rest of the leads
- Send all the follow-ups

Post-session Reflection

- Did it all finish 10 minutes earlier, going to watch a quick lesson that I need in order to improve my sales skills. What did I do till now?
- Sent 12 first follow-up emails
- Send 11 second followup emails

SESSION #44 - 28/7 - 23:30 - 00:30**Desired Outcome:**

- Sunday OODA Loop

Planned Tasks:

- Do the new OODA Loop
- If finished earlier, help Gs in chats

Post-session Reflection

- Done, tomorrow we are coming back stronger than ever.

SESSION #45 - 29/7 - 11:10 - 12:40

Desired Outcome:

- Find 3 niches that operate online that you can outreach to.

Planned Tasks:

- Find the 3 niches
- Find 10 prospects for each niche

Post-session Reflection

- DONE + Found 2 clients that are local and who I can reach for a local outreach. Awesome.

SESSION #46 - 29/7 - 14:10 - 15:10

Desired Outcome:

- Prepare for my local-bookstore outreach

Planned Tasks:

- Breakdown top player
- Study and break down my prospect's funnel
- Come up with a winning strategy for them
- Post it in TRW chats

Post-session Reflection

- Took me a fucking while to find a top player. I'm still not 100% sure about the one that I found. I also got distracted by SM on my way there since I was doing a lot of SM research. FUCK THAT. I am late now. I should've done it earlier. Let me go out and get it. I can't fail this. I am finding the top player and I am analyzing him in the next GWS.

SESSION #47 - 29/7 - 15:45 - 16:45

Desired Outcome:

- Prepare for my local-bookstore outreach

Planned Tasks:

- Breakdown top player
- Study and break down my prospect's funnel
- Come up with a winning strategy for them
- Post it in TRW chats

Post-session Reflection

- Did the TPA and posted it in the chats. I am not 100% confident about it. We will see what my Gs say. Going to the gym now. Coming back stronger than ever.

SESSION #48 - 29/7 - 20:25 - 21:25**Desired Outcome:**

- Prepare for local bookstore outreach / Organize - send the rest of the outreach messages

Planned Tasks:

- Study and break down my prospect's funnel
- Come up with a winning strategy for them
- Post it in TRW chats
- Send and organize all the rest of the outreach messages - follow ups

Post-session Reflection

- I posted the strategy in TRW chats for a review. Let's see what my brothers reply.

SESSION #49 - 30/7 - 11:00 - 12:00

Desired Outcome:

- Outreach

Planned Tasks:

- Perform all the mandatory outreach follow-ups
- Organize the spreadsheets

Post-session Reflection

- Finished it in 30 minutes.
- For the rest 30 I will gather information and prepare for my local outreach to the bookstore.
- DONE → Gathered data, created a broad outline about the local outreach, I have to make sure what their problem / dream state is again though. This has to be perfect.

SESSION #50 - 30/7 - 14:30 -15:45**Desired Outcome:**

- Be fully prepared for tomorrow's meetings

Planned Tasks:

- Go through all the Live Domination Calls that you haven't seen and gather all the information that you need for the local outreach+students outreach
- Apply them and make a strategy for each of the meetings tomorrow.

Post-session Reflection

- Got some insights, but the videos were too long for me to fast forward them in this little amount of time. I'm getting all the information today though. Tomorrow is going to be an awesome day where I can close two clients.

SESSION #51 - 30/7 - 20:40 -22:00

Desired Outcome:

- Be fully prepared for tomorrow's meetings

Planned Tasks:

- Go through all the Live Domination Calls that you haven't seen and gather all the information that you need for the local outreach+students outreach
- Apply them and make a strategy for each of the meetings tomorrow.

Post-session Reflection

- Well, it was a weird one as well. Got some insights but not exactly the ones that I wanted. I'll do another one of course so hopefully I get the answers that I want + I post my questions for the Gs in the chats in order to prepare as much as I can for tomorrow.

SESSION #52 - 31/7 - 12:20 -13:20

Desired Outcome:

- Outreach

Planned Tasks:

- Send the outreach to the bookstore owner/brother. Make it tailored and amazing.
- Send all the other follow-ups that you have to send in order to finish the follow-up cycle.
- Reply to all other emails that you've got and organize the spreadsheets.

Post-session Reflection

- Sent the important outreach to the bookstore prospect
- Replied to a lead email
- For the rest 20 minutes I am going to prepare for the sales meeting for my students approach - DONE - going to get the deal done.

SESSION #53 - 31/7 - 19:50 -21:15

Desired Outcome:

- Outreach

Planned Tasks:

- See if I can find any personal emails from the online stores that I've got on my lists and tailor an outreach to them - try to do 5 outreaches
- Send all the follow-ups mandatory to finish the follow-up cycle.

Post-session Reflection

- I sent 10 follow ups and found like 5 emails - only 2 personal.
- Thought that in order to track and land them I would have to make every outreach tailor to them - as professionally as possible - not happening tonight. Tomorrow I am going to outreach to all of these 29 prospects.

SESSION #54 - 1/8 - 22:00 -23:00**Desired Outcome:**

- Niche selection

Planned Tasks:

- Find the right niche - I've been doing all the wrong steps along the way.

Post-session Reflection

- Found 5 possible ones - used TRW chats and ChatGPT for it.

SESSION #55 - 2/8 - 00:00 - 01:00

Desired Outcome:

- Niche selection

Planned Tasks:

- Do research on the 5 niches that you found and put them in the best possible order

Post-session Reflection

- Took me a while. I saw some important lessons that I hadn't seen in some months when it comes to judging a niche. I found 2 niches that I am genuinely passionate about and that are actually agreeing with the criteria of the professor(s). For some time, I've been ignoring ALL of that criteria and I have been failing miserably. I am never quitting. I am here to be better and find solutions to everything. Next GWS I am getting prospects on the spreadsheet.

SESSION #56 - 2/8 - 01:30 - 02:30**Desired Outcome:**

- Prospecting done right!

Planned Tasks:

- Find 20 prospects for the first niche
- Find 20 prospects for the second niche
- Let's not find all the details about the owners - that can be done tomorrow morning. For now, let's focus on finding businesses that we can actually help.

Post-session Reflection

- Got it done - 40 prospects - 20 from each niche - tomorrow I am outreaching to all of them - tailored outreaches

SESSION #57 - 2/8 - 11:00 - 12:00

Desired Outcome:

- Fill in all the information for the prospects in the spreadsheets

Planned Tasks:

- Fill in the 20 in the first niche
- Fill in the 20 in the second niche

Post-session Reflection

- Medium Performance - Linked in sales navigator was difficult to use.

SESSION #58 - 2/8 - 13:15 - 14:45**Desired Outcome:**

- Fill in all the information for the prospects in the spreadsheets

Planned Tasks:

- Fill in the 20 in the first niche
- Fill in the 20 in the second niche

Post-session Reflection

- Did a much better job. It's a difficult niche to find people's emails. In the next one I am finishing the research process and in the next one I am outreaching.

SESSION #59 - 2/8 - 15:30 - 16:30

Desired Outcome:

- Fill in all the information for the prospects in the spreadsheets

Planned Tasks:

- Fill in the 5 rest in the first niche
- Fill in the 20 in the second niche

Post-session Reflection

- Finished with the security systems
- Half way through the interior designers

SESSION #60 - 3/8 - 11:00 - 13:00

Desired Outcome:

- Fill in all the information for the prospects in the spreadsheets

Planned Tasks:

- Fill in the 20 in the second niche
- Fill in all the rest of them that you didn't find yesterday because the trail ended.

Post-session Reflection

- Problem occurred - I still cannot access data because of the trials - will do it later in the day. For now - I have to find ALL the rest of the emails that I can find and work with what I have.
- Okay, I am at middle ground now, I have found many names that I can search for when I can use the free trials again. As of now, I have to outreach to the people that I have. Let's see what strategy I will be using.

SESSION #61 - 3/8 - 13:45 - 15:10

Desired Outcome:

- Outreach

Planned Tasks:

- Outreach to all the people that you can outreach at the moment from the list

Post-session Reflection

- Well, I can't outreach without the proper data. I put a whole hour on trying to manage all the subscriptions - free trials. Total horse-shit thing. Good news → I managed to get another similar web free trial for a week and now I can study all those websites that I want.

SESSION #62 - 3/8 - 21:20 - 22:20**Desired Outcome:**

- Emergency - possible prospect analysis

Planned Tasks:

- Analyze prospect's website
- Quick TPA on the niche
- Get the Spin questions file prepared
- Send them over to my friend

Post-session Reflection

- Did it, all good, on to the next one, I'll try to do some research again in the next one.

SESSION #62 - 3/8 - 21:20 - 22:20

Desired Outcome:

- Emergency - possible prospect analysis

Planned Tasks:

- Analyze prospect's website
- Quick TPA on the niche
- Get the Spin questions file prepared
- Send them over to my friend

Post-session Reflection

- Did it, all good, on to the next one, I'll try to do some research again in the next one.

SESSION #63 - 3/8 - 00:30 - 01:30

Desired Outcome:

- Find all the emails that you didn't find in the morning due to the free trials being over.

Planned Tasks:

- Find all the ones that you didn't in the first niche
- Find all the ones that you didn't in the second niche
(In general, try to find the big ones - the important ones - everything else, leave it for the regular email - students approach email)
- Complete the finding process and move on to the outreaches tomorrow.

Post-session Reflection

- Wow 17/20 in the interior designers niche - that's fucking gangster, these guys are making 500.000 - 1M and I have their emails.
- 8/20 in the security niche. I got this, tomorrow I am getting all of them and I am outreaching to each and everyone of them.

SESSION #64 - 4/8 - 10:30 - 12:00

Desired Outcome:

- Find all the emails that you didn't find in the morning due to the free trials being over.

Planned Tasks:

- Finish the inspection process for the security leads
- Study all of them - their sizes and pick what tactic you will be using for each and everyone of them

Post-session Reflection

- I found 4 new ones, so we are at 12/20 in the second niche. All the ones that I didn't find were a lot smaller. So I can message their info and it will for sure be seen.
- Okay got a bit further, they are a lot, I got some more research to do in all of them before deciding.

SESSION #65 - 4/8 - 14:30 - 15:30**Desired Outcome:**

- Outreach

Planned Tasks:

- Come up with the right approach for every of the 40 prospects
- Approach all the "not big ones" - some with the students approach and some with the BIAB approach.

Post-session Reflection

- Scheduled 11 student outreaches to the personal emails of great looking prospects.
- Also sent 1 follow up to the online book store that I did local outreach to on Wednesday.
- Up next will be probably some BIAB - or ULTRA TAILORED messages.

SESSION #66 - 5/8 - 01:00 - 02:00

Desired Outcome:

- OODA Loop and get organized

Planned Tasks:

- Write your Sunday OODA Loop
- Answer anything in the chats if finished earlier

Post-session Reflection

- Alright, got organized, tomorrow I am getting ready for an amazing Monday-week.

SESSION #67 - 5/8 - 10:45 - 11:45**Desired Outcome:**

- Outreach

Planned Tasks:

- Outreach to all the 29 prospects, as tailored as you can. Kill it. I don't give a fuck. This is all you will do today. Every outreach should be a banger.

Post-session Reflection

- Before the outreach I had to get the outline ready, missed the step. I'll do that for now, I am halfway there.

SESSION #68 - 5/8 - 18:00 - 19:00

Desired Outcome:

- Outreach

Planned Tasks:

- Study the statistics of all the interior designer websites and figure out the weaknesses of each one.
- Do the same for the security alarm niche.

Post-session Reflection

- Did it for the interior designers
- Did it for the security systems as well, now I know where all my prospects need help.

SESSION #69 - 5/8 - 22:00 - 23:30**Desired Outcome:**

- Emergency Top Player Analysis and funnel breakdown for prospect

Planned Tasks:

- Analyze their business/situation/needs
- Analyze a top player
- Brainstorm winning strategy
- Get feedback from TRW chats

Post-session Reflection

- Analyzed their situation. Tomorrow morning I am breaking down a top player.

SESSION #70 - 6/8 - 9:00 - 10:00

Desired Outcome:

- Prepare for the meeting with my business partner.

Planned Tasks:

- Analyze a top player
- Brainstorm winning strategy
- Get feedback from TRW chats

Post-session Reflection

- Got it done, ready for the meeting with my partner.

SESSION #71 - 6/8 - 19:00 - 20:30**Desired Outcome:**

- Outreach

Planned Tasks:

- Send any follow-ups needed
- Outreach to the prospects that need simple-work (website redesign) - BIAB approach on both niches - a bit more tailored
- Outreach via DMs to the 3 prospects that you can (use voice recording).

Post-session Reflection

- No follow-ups needed. I outreached to the 3 prospects that similar websites gave me no data with a very generic BIAB approach. Then I asked a very detailed question in the chats for the discovery project idea that I want to have with the pharmacy project. In the next GWS I am going to send at least 10 more outreaches - a lot more personalized this time. Let's fucking get it.

SESSION #72 - 7/8 - 13:45 - 14:45

Desired Outcome:

- Outreach

Planned Tasks:

- Outreach to the prospects that need simple-work
- Outreach via DMs to the 3 prospects that you can (use voice recording).

Post-session Reflection

- Sent 8 follow - ups
- Sent 6 tailored outreaches

SESSION #73 - 7/8 - 14:50 - 15:50**Desired Outcome:**

- Outreach

Planned Tasks:

- Outreach to the prospects that need simple-work
- Outreach via DMs to the 3 prospects that you can (use voice recording).

Post-session Reflection

- Sent 3 tailored outreaches (a lot more detailed)
- I made 2 huge mistakes - I feel terrible. It was very amateur of me to make mistakes in the outreaches. I'll make sure that it never ever happens again.

SESSION #74 - 7/8 - 16:10 - 17:10

Desired Outcome:

- Outreach

Planned Tasks:

- Make tailored outreaches to 10 prospects minimum.

Post-session Reflection

- Did 4. Next time I have to perform better.

SESSION #75 - 8/8 - 23:50 - 00:50**Desired Outcome:**

- Outreach

Planned Tasks:

- Reply to all the emails - Organize them in the spreadsheets
- Send any pending follow-ups
- Send at least 5 tailored outreaches (schedule them for tomorrow)

Post-session Reflection

- Replied to all 3 of my prospects. I had to take some feedback from TRW chats so it took longer than expected. All good. On to the next.

SESSION #76 - 8/8 - 01:10 - 02:10

Desired Outcome:

- Outreach

Planned Tasks:

- Send any pending follow-ups
- Send at least 5 tailored outreaches (schedule them for tomorrow)

Post-session Reflection

- Sent 11 follow-ups
- Sent 2 tailored outreaches

SESSION #77 - 9/8 - 17:35 - 18:35**Desired Outcome:**

- Get organized with everything

Planned Tasks:

- Reply to all the prospect's emails
- Send any follow ups - if needed.
- Study the SPIN answers from my friend and get your strategy ready for your call.
- Reply to Trenton's call - accountability.

Post-session Reflection

- Replied to 4 all 4 prospects
- No follow-ups needed
- Prospect replies instantly so I had to continue the talk with them.

SESSION #78 - 9/8 - 19:00 - 20:00

Desired Outcome:

- Get organized with everything

Planned Tasks:

- Reply to one more prospect
- Study the SPIN answers from my friend + get on the call with him.
- Reply to Trenton's call - accountability.

Post-session Reflection

- Well, a prospect got interested so I had to reply to them.
- I set up the zoom scheduler and I sent her a link in order to schedule a zoom call, let's hope this goes well.

SESSION #79 - 10/8 - 15:00 - 16:00**Desired Outcome:**

- Get organized with everything

Planned Tasks:

- Study the SPIN answers from my friend + get on the call with him.
- Do all the follow-ups needed.

Post-session Reflection

- Finished the client strategy / phone call and posted it for feedback.
- Now onto outreach

SESSION #80 - 10/8 - 16:20 - 17:20

Desired Outcome:

- Outreach

Planned Tasks:

- Do all the follow-ups needed.
- Do 6 tailored outreaches to the prospects (3 from each niche).

Post-session Reflection

- Sent 5 follow-ups
- Sent 3 outreaches via DMs

SESSION #81 - 10/8 - 21:30 - 22:30**Desired Outcome:**

- Outreach

Planned Tasks:

- Finish the outreaches on the security niche

Post-session Reflection

- Sent 3 ultra tailored. Fought many distractions. Next ones tomorrow will be better and faster.

SESSION #82 - 11/8 - 15:20 - 16:20

Desired Outcome:

- Outreach

Planned Tasks:

- Reply to any messages
- Do all of today's follow-ups
- Finish with the security niche outreach (3 more) + my friend's prospect

Post-session Reflection

- Replied to one prospect.
- Sent 3 follow-ups
- Sent only 1 for the security niche, got stuck on how to help a top player. I figured it out at the end of the GWS though so it's all good.

SESSION #83 - 11/8 - 17:20 - 18:20**Desired Outcome:**

- Outreach

Planned Tasks:

- Finish the security niche (+my friend's prospect)
- If done, finish the interior designers niche

Post-session Reflection

- Finished with the security niche. Sent 3 more tailored outreaches.

SESSION #84 - 12/8 - 15:00 - 16:00

Desired Outcome:

- Outreach

Planned Tasks:

- Do any follow-ups needed
- Send at least 3 tailored outreaches to the interior designer niche.

Post-session Reflection

- Sent 9 follow-ups
- Sent 3 tailored outreaches

SESSION #85 - 12/8 - 20:50 - 21:50**Desired Outcome:**

- Outreach

Planned Tasks:

- Finish the outreach in the interior designers niche.
- If finished earlier, help Gs in chats

Post-session Reflection

- Finished it. On to the next.

SESSION #86 - 13/8 - 13:25 - 14:25

Desired Outcome:

- Outreach / DP preparation

Planned Tasks:

- Do all the follow-ups needed
Make a big doc for all the incoming DP that you have to come up with.

Post-session Reflection

- Sent 5 follow-ups
- Got the DPs in place, now I am going to make a huge doc according to the process map and do every step needed for each business.

SESSION #87 - 13/8 - 15:15 - 16:40**Desired Outcome:**

- Prepare for the sales calls/meetings with your leads.

Planned Tasks:

- Prepare the SOP doc for the client acquisition.

Post-session Reflection

- Got it almost ready, this might take time now, but in the future it will be amazing. Still, I could be faster with the whole situation

SESSION #88 - 13/8 - 22:50 - 23:50

Desired Outcome:

- Prepare for the sales calls/meetings with your leads.

Planned Tasks:

- Finish the SOP doc for the client acquisition.

Post-session Reflection

- Finished it earlier, 15 minutes of interacting with Gs in chat.

SESSION #89 - 14/8 - 20:45 - 22:00**Desired Outcome:**

- Outreach and preparation

Planned Tasks:

- Finish today's outreach
- Prepare for the pharmacy sales call with my friend

Post-session Reflection

- Sent all the 5 follow-ups for today
- Did a funnel breakdown for the pharmacy project with my friend.

SESSION #90 - 15/8 - 15:00 - 16:00

Desired Outcome:

- Prepare for the pharmacy sales call

Planned Tasks:

- Do the TPA and send it to my partner

Post-session Reflection

- Done. Very detailed. On to the next task.

SESSION #91 - 15/8 - 16:10 - 17:10

Desired Outcome:

- Prepare for my interior designer meeting

Planned Tasks:

- Make a clear text of your situation and idea and post it in TRW chats.
- While waiting for the feedback ,watch in fast forward Andrew's interior designer TPA
- Get feedback and evaluate your options.
- Come up with the strategy / idea.

Post-session Reflection

- Posted a question of the strategy. It really took a bunch of time. It was a huge question, I might have to shorten it in order to get an answer. We will see...

SESSION #92 - 16/8 - 15:00 - 16:00

Desired Outcome:

- Outreach + Feedback/DP Remake

Planned Tasks:

- Reply to all the emails/leads
- Do all the needed follow-ups.

Post-session Reflection

- Replied to 3 leads
- Sent 9 follow-ups
- Organized the coming calls and projects

SESSION #93 - 16/8 - 16:30 - 18:00**Desired Outcome:**

- Prepare for the 2 discovery projects

Planned Tasks:

- Gather feedback from TRW chats about the first interior designer DP
- Create the new one and post it for a review
- Full funnel breakdown for the second interior designer
- Top player analysis for interior designers

Post-session Reflection

- Gathered a bunch of feedback - HOLY SHIT
- Question is ready. Got a lot better and a lot more clear than last time.
- Took longer than usual. I will have to be faster with these. Fuck. Next one I am breaking down the others leads funnel FAST and I am doing the TPA quickly as well.

SESSION #94 - 17/8 - 14:40 - 16:10

Desired Outcome:

- Create the AIKIDO review doc

Planned Tasks:

- Gather all the feedback from the chats
- See what fits best for your situation
- Finalize it
- Create the doc for the aikido review

Post-session Reflection

- Woah, so much work here. Got focused as hell. It was amazing. Going to do 200 pushups now.

SESSION #95 - 17/8 - 22:50 - 00:50

Desired Outcome:

- Create the AIKIDO review doc

Planned Tasks:

- Gather all the feedback from the chats
- See what fits best for your situation
- Finalize it
- Create the doc for the aikido review

Post-session Reflection

- Found the time, so I did a 2 hour one. Well, it seems like the AIKIDO channel is over, but we have the AI BOT. This piece of shit is amazing. It really helped me. Tomorrow I have to finish the project and do the presentation. Because I have to also prepare for another sales call with an online school + another interior designer for the 20th.

SESSION #96 - 18/8 - 15:30 - 16:30

Desired Outcome:

- Finalize the discovery project for the first interior designer

Planned Tasks:

- Gather all the Bot feedback and post it in the chats for a final review
- If finished earlier, reply to emails - organize the spreadsheets
- Make a plan for the coming week - meetings and DP in order to prepare for all of them.

Post-session Reflection

- Got all the feedback that I wanted. I will write it down and put on the actual website redesign for her on my list for the new week.

SESSION #97 - 18/8 - 17:00 - 18:30**Desired Outcome:**

- Finalize the discovery project for the first interior designer

Planned Tasks:

- Write down the whole project/approach/mindset
- Schedule the next steps of action before Wednesday.

Post-session Reflection

- Did it, I am ready, tomorrow we are preparing for the 2 sales calls coming in before that. We are about to catch fire.

SESSION #98 - 19/8 - 13:45 - 15:00

Desired Outcome:

- Prepare for the 2 sales calls tomorrow

Planned Tasks:

- Funnel Breakdown for the interior designer
- Funnel Breakdown for the online school

Post-session Reflection

- Did the first interior designer
- Did the second one as well

SESSION #99 - 20/8 - 21:55 - 22:55**Desired Outcome:**

- Prepare for tomorrow

Planned Tasks:

- Organize the phone calls and meetings for tomorrow
- Organize everything on the spreadsheets
- Finish tomorrow's presentation for the interior designer

Post-session Reflection

- Got everything organized - in the calendar - with my people and in the spreadsheets
- Got half of the top player breakdown done. Getting it done in the next one.

SESSION #100 - 21/8 - 01:15 - 02:15

Desired Outcome:

- Prepare for tomorrow

Planned Tasks:

- Finish tomorrow's presentation for the interior designer

Post-session Reflection

- Finished the TPA, I am going to do another quick gram and go to sleep.

See you in the next 100 GWS.
