

## **1. What did I learn from the experience?**

I have learned that I need to learn and expand my knowledge.

I realized that, after talking with a potential client, he wanted more than just sending emails to people.

He wanted someone to run his social media, and new website, and after that maybe emails and ads.

Of course, I said that I could do it, and then I spent hours trying to figure out how to do it.

He hasn't called, and it's been 2 weeks. I know this now. Before speaking with a client for the first time, face to face (or by Zoom), you need to be ready.

Like Professor Andrew said, do the research, think what you can offer them, and work your ass off.

## **2. What did I do right?**

I saw that I'm capable of doing difficult things!

It was scary, and I was afraid at some point asking myself "Am I good enough?"

## **Yes, I'm a G!**

Before reaching out, I made a good copy (because of you G's, you helped me a lot), and I had something valuable to give.

## **3. What mistakes did I make and why?**

At one point I concentrated on money.

I told him that I would work for free for a month, or for a testimonial, or his will to pay me if he thinks I'm good.

But soon after he told me that in that firm he has to have a year spending plan, and he needs to justify that to his accountant, I was thinking numbers.

I didn't want to work for pennies for a year. I know now that I should have Aikido it by focusing on value, and after that, I could focus on money regardless of a firm policy.

#### **4. Is there a knowledge gap/something I'm missing?**

This is a good question, and I'm thinking about it constantly.

I'm always bringing myself to that point that is up to me, and that I need to learn more and work harder (it's never enough).

I'm still not sure how I can help clients run their social media, or how to write certain stuff (I will ask in the chats, I'm sure you G's will help me).

#### **5. How do I fix them?" after identifying the mistakes**

Analyze, analyze, analyze!

Look at some top players, ask fellow students, use your brain!

It can be done, so If I stretch my brain, and ask for help, I will fix anything no matter how difficult it is.