



REVIEW

100Kva

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TO BE WORKED THROUGH IN CONJUNCTION WITH VIDEO:

[HTTP://TINYURL.COM/REVIEWYOURBIZ](http://tinyurl.com/reviewyourbiz)

AS WE NEAR THE END OF YOUR CURRENT JOURNEY (I SAY CURRENT AS THERE ARE ALWAYS NEW THINGS TO LEARN) ITS IMPORTANT THAT YOU REFLECT AND REVIEW WHAT YOU ARE LEARNING AND WHAT YOU HAVE IMPLEMENTED TO MAKE SURE WE'RE ON TRACK.

THESE ARE THE AREAS I WANT YOU TO REVIEW AND WHAT TO LOOK OUT FOR. DON'T RUSH THROUGH THEM - MAKE NOTES OF WHAT YOU NEED TO CHANGE AND IF YOU NEED HELP ASK! OF COURSE IF THERE ARE OTHER AREAS YOU WOULD LIKE TO REVIEW GO AHEAD AND ADD TO THE LIST.

1. YOUR SALES TARGETS: DID YOU SET YOUR GOAL TOO LOW? DO YOU NEED TO RECALCULATE HOW MANY PACKAGES YOU NEED TO SELL?
2. YOUR TARGET MARKET & NICHE: ARE YOU WORKING WITH THE PEOPLE YOU LOVE AND DOING WHAT YOU ADORE?
3. YOUR SALES FUNNEL INCLUDING ALL THREE LEVELS.
 - A) FREEBE: ARE PEOPLE INTERESTED IN IT? ARE PEOPLE DOWNLOADING IT?
 - B) LCC: ARE PEOPLE BUYING IT? HOW MANY ARE YOU CONVERTING TO YOUR PACKAGE
 - C) PACKAGE: DOES IT NEED TO BE REDESIGNED? IS IT PRICED CORRECTLY?

4. YOUR TRAFFIC TO YOUR WEBSITE, FACEBOOK POSTS AND ANYWHERE ELSE YOU CAN MEASURE THE ANALYTICS OF WHO IS SEEING YOUR STUFF: DO YOU NEED TO REWRITE PUNCHIER CONTENT? CAN PEOPLE FIND YOU? IF YOU ARE GETTING LOTS OF TRAFFIC ON YOUR SITE AND NO ONE IS OPTING IN, WHAT IS WRONG WITH YOUR OPT IN? ARE YOUR POSTS BEING SEEN ON FACEBOOK BY A DECENT PERCENT OF YOUR FANS?

5. IF YOU ARE CURRENTLY HAPPY WITH YOUR MARKET, NICHE, SALES FUNNEL AND CORE PACKAGE OFFERING - IS THE PROCESS SCALEABLE? WHAT WOULD HAPPEN IF YOU GOT 20 NEW CLIENTS TODAY. WHAT IF YOU GOT 100 NEW CLIENTS TODAY? WOULD YOU COPE?

6. FOLLOWING ON FROM ABOVE - DO YOU NEED TO TIGHTEN YOUR PROCEDURES AND/OR PROCEDURE MANUAL?

8. YOUR BUSINESS EXPENSES: ARE THERE ANY REGULAR MEMBERSHIPS OR PROGRAMS THAT YOU ARE SUBSCRIBED TO THAT ARE NOT DIRECTLY HELPING YOU GENERATE YOUR INCOME? IS THERE A BETTER OPTION OR WAY OF DOING THINGS? WHERE ELSE COULD YOU BE DIRECTING THIS MONEY TO?

7. DO YOU NEED HELP? HAVE A LONG HARD THINK AND SERIOUSLY QUESTION DO YOU NEED HELP TO GET THINGS GOING FASTER? WHETHER ITS SIMPLY FOR ACCOUNTABILITY OR ACTUAL MORE TRAINING - HOW ARE YOU HONESTLY COPING?