



# MONTHLY BUSINESS PLANNING

WORKBOOK

[illegible]

# YEARLY TARGET

## MODULE INSIGHTS

I WANT TO EARN :

I WANT TO BE ABLE TO :

HOW DO YOU WANT YOUR BUSINESS TO LOOK ?

# YEARLY TARGET

## MODULE INSIGHTS

WHATS A HUGE ASPIRATIONAL GOAL YOU HAVE ?

WHO ARE YOU INSPIRED BY TO DO THIS?

WHO WILL YOU MODEL/LEARN FROM THIS YEAR ?

# YEARLY TARGET

## MODULE INSIGHTS

REPUTATION - HOW DO YOU WANT TO BE KNOWN?

WHATS A SKILL,OR SKILLS I NEED TO DEVELOP MORE?

WHAT IS STOPPING OR LIKELY TO STOP ME ?

# TARGETS

## MODULE INSIGHTS

DETAIL YOUR EXACT OFFER :

WHAT IS YOUR EXACT BUSINESS FINANCIAL TARGETS ? (MONTHLY)

HOW MANY CLIENTS ARE YOU COMMITTED TO TAKING ON THIS MONTH ?

# TARGETS

## MODULE INSIGHTS

HOW MUCH WOULD YOU LIKE TO CHARGE FOR THE SERVICE ?

CURRENT PRICE :

FUTURE PRICE :

WHAT NEEDS TO HAPPEN TO INCREASE YOUR PRICE ?

WHAT WILL THIS MEAN FOR YOUR BUSINESS?

# TARGETS

## MODULE INSIGHTS

***\*\*MAP OUT YOUR FULL KPI NUMBERS BUSINESS ROADMAP\*\****

HOW MUCH YOU CHARGE :

HOW MANY CLIENTS YOU WORK WITH :

HOW MANY CLIENTS YOU BRING IN PER MONTH :

OVERALL INCOME PER MONTH :

PROFIT PER MONTH :

COST OF RUNNING BUSINESS PER MONTH :

LIST EVERYTHING HERE : APPS,TAXES,ACCOUNTANT,COACHING,VIDEOGRAPHY,ETC



# PROMOTION

## MODULE INSIGHTS

WHAT ARE YOU DOING TO PROMOTE YOURSELF THIS MONTH ?

WHAT DO YOU WANT OUTSIDERS TO KNOW ABOUT YOUR SERVICE OVER THE NEXT 30 DAYS?

HOW ARE YOU GOING TO SHOW THEM THAT ?

# PROMOTION

HOW MANY RELATIONSHIPS ARE YOU BUILDING THIS MONTH, AND WITH WHO?

*HAVE YOU GOT OLD CLIENTS OR OLD LEADS YOU CAN FOLLOW UP WITH ?*

HAVE YOU GOT AN OPPORTUNITY TO ASK FOR REFFERALS ?

# PROMOTION

IF YOU LOOKED AT YOUR CONTENT OVER THE PAST 30 DAYS, LIST 3 REASONS YOU WOULD BUY ?

*WHAT CAN YOU PUT MORE EFFORT INTO ?*

LIST OUT EVERYTHING YOU PLAN TO OFFER THIS MONTH AND HOW OFTEN?

# PERSONAL

WHAT ARE YOU DOING FOR FUN THIS MONTH ?

*HAVE YOU GOT ANY IMPORTANT DAYS COMING UP?*

WHAT DO YOUR FRIENDS & FAMILY NEED MORE OF FROM YOU?

# PERSONAL

WHAT ARE YOU DOING TO MENTALLY RECHARGE DAILY/WEEKLY ?

*WHAT ARE YOU DOING TO EMOTIONALLY RECHARGE ?*

WHAT BOUNDARIES NEED TO BE BETTER ADHERED TO?

# PERSONAL

WHAT ARE YOU DOING TO EDUCATE & GROW THIS MONTH?

*WHAT WILL MAKE THIS A SUCCESSFUL MONTH OVERALL?*

WHAT WILL YOU KICK YOURSELF IF YOU DON'T DO ?

# CLIENT SUCCESS

WHAT ARE YOU DOING TO EDUCATE YOUR CLIENTS THIS MONTH ?

HOW CAN YOU CREATE A MORE PERSONALISED EXPERIENCE?

WHAT ARE YOU CURRENTLY CREATING/WORKING ON ?

# CLIENT SUCCESS

WHAT ARE YOU REFINING ?

WHERE DO YOU FEEL YOU ARE OVERDELIVERING ?

WHERE DO YOU FEEL YOU ARE UNDER DELIVERING?



## WALK THROUGH YOUR PROCESS ...



