

MAKE *your* BOLD MOVE

BUSINESS FOUNDATION - CLARITY WORKSHEET

There is no one right way to grow your business, but you can create whatever business you choose, and this worksheet will help you do just that! The first step is to know what you want.

Circle which side of the spectrum you fall on, then in the spaces below, write about your vision.

Example:

Is your business 100% online, or not at all online? Are you doing offline work or live events?

Offline _____ Online

My ideal vision of my business is to be 100% online. I will not do offline work. I may attend live events but I will not host one of my own.

1. Is your business 100% online, or not at all online? Are you doing offline work or live events?

Offline _____ Online

2. Is having name recognition and celebrity status important to you, or are you okay with being a best kept secret as long as you're making major bucks?

Celebrity _____ Best Kept Secret

3. Is your community smaller with a strong bond amongst members, or is it large, allowing you to have a big impact?

Large & in Charge _____ Small & Tight

4. What type of content marketing are you doing, and how are you communicating with your audience? Are you using video, podcasting, or blogging to provide value to your community?

Video _____ Podcast _____ Blog

5. Do you see your business as an International - with clients across multiple continents, National, or a Local Superstar?

Local _____ National _____ Global

6. Do you have one solution to one problem for one niche, or are you supporting multiple niches?

Generalist _____ Specialist

7. Will you be working one on one with clients, or a group model?

One on One _____ Group

8. Will you build your business based on phone conversations with prospects? Or do you want to delegate them?

Phone Sales _____ No Phone Sales

9. Do you want many clients in affordable, low-ticket programs, or fewer clients in high-ticket programs?

High Ticket _____ Low Ticket

10. Do you want your offers to be available for a set period of time (open/close for enrollment), or do you want to offer rolling admission (sign up anytime)

Open/Close Door _____ Rolling Admission

11. How much revenue and profit do you want to make? what amount do you want to pay yourself each month?

5+ Figures _____ 6+ Fig _____ 7+ Figures

12. What type of clients are you working with? What type of clients are you absolutely running from?

13. What type of results are you getting for your clients? (Write a dream testimonial that you would like to receive from a client).

14. How many hours per week do you want to work? How many vacations are you taking? what does your life look like?

15. What boundaries are you holding with your clients?

16. What are your favorite business tasks and activities that you are doing, and what are you absolutely delegating?

IF YOU HAVE ANY QUESTIONS, PLEASE FEEL FREE TO EMAIL RIGEL@RIGELJONES.COM
OR POST YOUR QUESTION IN YOUR COACHING THREAD IN OUR PRIVATE FACEBOOK GROUP.