

Kick Start Your Systems!

5 Day Challenge

By Becky Branton-Griemann- Business Strategist with

WINN in Life and Business

DAY 1 ~ Kick Start Your Systems- Goal Setting

Winners track! Goal setting is key to a successful business. Setting monthly, quarterly and annual goals is a requirement for any business.

Not having a plan to reach your goal is like taking a trip without a GPS! If you don't know where you are going, how will you get there? Will you get detoured? Stay on track with this simple system.

Business Goals

1. What is your monthly goal? (Income, Appointments, Action Items)

2. What is your quarterly goal?

3. What is your Annual goal?

Personal Goals

goals are important for self-confidence and self-esteem. Self-esteem feeds self-confidence. Self-confidence feeds success. Success feeds self-confidence. It comes full circle. If you do not continue to feed the circle your personal and professional life starves. This is a vital piece to your business!

1. How do you plan to grow personally?

2. Each month?

3. Each quarter?

4. Each year?

Self-Improvement Goals

5. What self-Improvement commitments will you make to yourself?

6. This month

7. This quarter

8. This year?

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DAY 2 ~ Kick Start Your Systems- with Actions!

Each business is required to take actions daily to increase revenue. For most businesses, this means scheduling and holding appointments daily. Other businesses, it means conducting events, marketing, project completion, etc. We need to track our actions daily. As Chris said, we may be self-employed and have the ability to fluctuate are hours worked, but that doesn't mean we can take many days off! The more you're "Closed" sign goes up, the more likely it will go up permanently.

Actions


1. What activities do you need to do daily to prevent your "Closed" sign permanently fixated on your door?

2. How many appointments need to be held daily? _____

3. How many appointments need to be held weekly? _____

4. How many appointments need to be held monthly? _____

5. How are you currently tracking appointment scheduled?

8. Create your action item list. This can be a small daily basis or a month at a glance. Remember, a long list  can be overwhelming and hard to stick to. Break it down to six things daily.

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DAY 3 ~ Kick Start Your Systems- Selling

Ever feel like you are holding enough appointments but not selling like you should? "Show me the money", right? This is also something that needs to be tracked. Every person has different statistics. You may need to see more people to see the income, or you may need help with verbiage, selling packages or even upselling.

Track your own race! Not someone else's!

If I am running a marathon with someone in the same shape as me, her being 6ft tall and me being 5ft 2 inches, we will not finish at the same time because our stride lengths are different. Does this make her better than me? No! it means we are built differently. Therefore, I need to run faster, take more steps in order to finish at the same time as her.

Stop comparing yourself to someone 10 inches taller!

Business Selling

1. What is your average sale per client? _____
2. What would you like your average sale per client to be? _____
3. How can you change or match these numbers?

Income

Although it is tempting to pay yourself after each sale, we need to take her businesses seriously, and run them like a business. Pay yourself weekly, bi-weekly, or monthly. It's simple, subtract your expenses, i.e. marketing, cost of goods, product demonstration, etc., and there's your paycheck. Not sure if your numbers are accurate? Seem to be "buying" from your company wholesaler more than depositing into your own bank account? Contact me immediately!

Track Your Income

1. What is your weekly goal? _____

Create a form to track your weekly goal progress.

Want this created for you? We have already done the work! Contact me to get yours for the next year! bizcoach@teamwinn.org

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DAY 4~ Kick Start Your Systems- Team Building

Team Building Systems are no different. In fact, in order to have a healthy team, you as a leader better have a tracking system in place. Not just for yourself, but for your team! This helps all of you know what next steps need to be completed, commitment levels, etc. let's set it up:

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Design Your Team Building System

1. Design your prospects list and results tracking. (a start to finish example: Prospect, Interview, Qualifications, Results)

2. Now, design your new team members list (Tracking new team members added monthly/quarterly)

3. Lastly, design your "next steps" list for your new team members. (An easy to use checklist for accountability and direction for your new team member. Use this checklist to check in with your team members.)

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DAY 5 ~ Kick Start Your Systems- Income/Expenses

Businesses track! It is important to know your ROI (Return on Investment) yes, your time is an investment also. I recommend tracking weekly and monthly. If you only reevaluate at the end of the month, you have no way of going back and changing the last 30 days! When we re-evaluate the last 7 days, we can change the remaining 21!

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Income/ Expenses

1. How do you track Expenses?

2. How do you track income?

3. Do you have all your receipts in a shoe box? _____



4. Do you know your profit and loss at a glance? _____

5. Are you looking at this twice a month? For example, on the 15th and 30th?

6. Do you use software for tracking this? _____

7. Are you willing to invest the time to learn? _____

You can spend hours and lots of money creating all this material that we have provided the last 5 days. Or you can purchase these simple systems we have already created and be ready to take control now!

You can email us now requesting your copy at bizcoach@teamwinn.org