



Income Acceleration Checklist

- ✓ I am confident that there is an abundance of clients who can benefit from my services
- ✓ I know my monthly expenses (personal & professional).
- ✓ I know exactly how much I need to generate this year to cover my expenses and create a lifestyle I desire.
- ✓ I have a clearly defined ideal client profile.
- ✓ I know how to connect with my ideal clients.
- ✓ I have priced my services/ programs/ products based on results achieved and not time.
- ✓ I know how many clients I need to enroll to meet my financial goals.
- ✓ I have created a high end offer for my services that helps my ideal client solve their problem and get great results.
- ✓ I am dedicating time each day to work on income generating activities (marketing, public speaking, sales conversations, etc.).
- ✓ I am outsourcing/delegating activities within my business that are non-income generating.
- ✓ I am confident about having sales conversations and have a clear process to follow.
- ✓ I know how to handle sales objections especially when they are related to money, not being able to afford it, etc.
- ✓ I have a mindset that is in alignment with providing a high level service to my ideal clients AND generating fabulous income.
- ✓ I have a plan for creating consistent cash-flow into my business each month.

BE BOLD. PLAY BIGGER.®