



KNOW YOUR NUMBERS WORKSHEET

"Your poverty serves no-one but your wealth serves many"

1. INTRODUCTION

To build confidence in achieving your financial goals, start with a goal that feels achievable and stretching for you personally. That may mean starting by meeting your current business expenses or "needs" and then adding in your additional "wants" when you know you can confidently meet your needs. Set yourself up for success when setting your goals!

What is your bold money goal?

What are your current monthly expenses?



What is your current monthly income from the business?

What is the salary you would want to pay yourself from your business? (You can either consider this part of your “needs” in the same way you would if you were paying somebody else to do your work or build up to it inside of your “wants” once you are getting your initial needs met)

What is an average client worth for you?



Time – how much time do you spend serving an average client? Consider direct time, emails, research, preparation, work you may do for them, travel, etc.

How many clients do you need to enroll at your current fee structure in order to achieve your bold money goal?
