

Biz Tips

Look at your calendar....

Your schedule will tell you exactly how your business is doing.

If you are fully booked, GREAT! Ask yourself what you are doing to maintain your current client base!

If you are not fully booked ask yourself some of the following questions.....

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#1

If I am trying to build a business in my community, have I gotten out into my community?

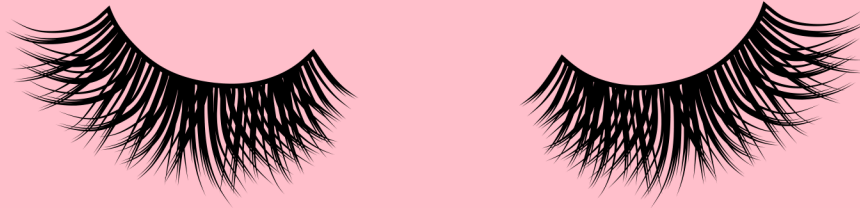
Have you met other local business owners?

Have you taken part in any local events?

Have you attended any local business events?

If you want to build a business in your community, get your butt out into your community!

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#2

Do I have business cards to hand out?

This may sound old fashioned to some of you, but it
works DAMN IT!

Almost every conversation you will have with another
humanbeing will lead to "what do you do?"

Always have your business cards on you!

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#3

Have I leveraged my close connections?

Do your friends & family know you are looking to add clients? Ask them to pass your name along.

If you already have a client base, let them know you are looking to add a few more clients. Your clients love you and want to help you!

If you want to incentivize them, go ahead, just make sure you do so with gift cards or something tangible you can claim come tax time. Don't give away your time!

#4

Am I tapped in to
connected people?

Who is your hairdresser?

Who is your nail tech?

Who is your laser tech?

Do these people have your biz
cards? I sure hope so! And
make sure you have theirs! it
goes both ways

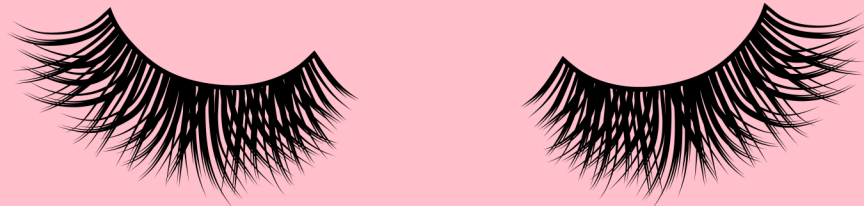
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#5

Have I attempted to start any
conversations with new people?

Getting back to the "community"
thaaang...getting out and just chatting with
random people can help grow your client base.



There's absolutely nothing
wrong with building your
business online, but your
business is also about
community & connecting, so
get out there and connect!

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