

Client Accountability

What did you accomplish last month?

Based on last month Alumni action planning - what did you accomplish?

If not as much as you expected, why?

What do you want to accomplish this upcoming month

What do you want to earn from those activities? If there are no earning activities - what could you do to focus on that first.

What specific things do you need help or guidance with to achieve what you wish to accomplish

For your call time this month we have enough time to focus on 1 element - what do you want that to be? Tell me here - email supplemental information if required.

Drew Hunthausen

Daily Patterns:

Create a spreadsheet for interview and speaker inquiry links

2 per day -

Focus on California list

Video - 2 minute videos

Do this month

Based on last month Alumni action planning - what did you accomplish?

One of the big goals this month was to start sending out request for on line radio and pod casts. I've done this with several groups. Still figuring out the best way to document all this, but keeping it in my note taker for now. In

terms of the short videos, not quite there yet but very close; definitely a priority for the near future. Thinking even to record short clips on my iPhone in various locations for inspiration. Still getting blogs out every week with some response and feedback.

Spreadsheet?

Keep it up -

If not as much as you expected, why?

I accomplished quite a bit this month even though I have not figured out the short videos yet. That will be coming but things are moving along.

What do you want to accomplish this upcoming month

This next months along with my weekly blog posts I want to continue sending out blog talk radio requests each week. Also start recording the short videos, at least do a couple even if I don't get the whole system figured out. Attend Tracy's training in LA for some great networking and inspiration to keep things going at a maximum business compacity!! Also planning to record a new short video for my web site.

Goal - 4 this month (March 9th)

What do you want to earn from those activities? If there are no earning activities - what could you do to focus on that first.

I don't plan to earn anything from these activities but who knows what will come from them. Things are moving forward.

What specific things do you need help or guidance with to achieve what you wish to accomplish

Any more feedback or tips on the blogging or booking for radio shows and pod casts is always welcome as I'm learning and growing in this new part of my business. Also any tips on new ways strategies to grow my business scope/ following.

Action Plan:

February - March

- do 4 videos and follow the protocol - social media - formula
show me the video - post on Youtube - check keywords
- make sure you have 3 emails in your autoresponder to keep your tele summit subscribers connected - make sure you add one new message at least every month - for every video you do - do an autoresponder message
- book an interview via blogtalk radio or other source - create an email you send to prospects and let me see it - once approved - send out
- do 1 blog post per week
- submit to one speaking gig
google search - connections - Holistic Chamber of Commerce - local church groups - small local meetups - www.meetup.com

picture at the event - social media post - post on your speaker site - logo -

Video - 3 back to back - 1 Periscope

Website

3 back to back videos - 2-3 minutes

hold the camera - horizontal - YouTube

Attitude - Drew Close - www.DrewsInspirations.com

"5 Keys to Living a No Excuses Life Filled with Joy, Peace and Prosperity"

Gratitude -

1 video with whole promo cycle

No Excuses -

Periscope - AGNo Excuses - vertical

App first - invoke - hit broadcast - twitter followers - live people -

Mary Stevenson

Based on last month Alumni action planning - what did you accomplish?

I didn't accomplish what I had set out for myself last month--packages for people and more animal packages (transition). Also, I was going to get myself set up on blab.com but haven't done that either.

If not as much as you expected, why?

I have gotten caught up again in the black hole..... Clients are **calling for sessions which is great and I am filling up my schedule**. I find that I plan to have a day to work on my business and then someone is needing a session and I book them in. I find that time gets away from me and then weeks have gone by. I couldn't believe it was time for my accountability call again.....I am embarrassed.

>> Too many clients and not enough time - prices go up

What do you want to accomplish this upcoming month

This month I want to finalize packages for people-
-I have had people say they want to work with me once a month all year.
YEAH!!

I want to research and find a place where I can set up an introductory class for people regarding their animals.

- physical location

Online - we can do that - it's just us creating a page a month - like we have with M2M

- Blab.im - integrates to Twitter - start to build your twitter follower

Guide - step by step

What do you want to earn from those activities? If there are no earning activities - what could you do to focus on that first.

I want to go through my year and see what I need to charge for sessions or classes that will earn me a yearly salary that I want. I haven't figured this out yet.

For your call time this month we have enough time to focus on 1 element - what do you want that to be? Tell me here - email supplemental information if required.

What do you want to accomplish this upcoming month

I want to accomplish the things I set out for last month.

What do you want to earn from those activities? If there are no earning activities - what could you do to focus on that first.

Would like to have more expensive packages and long term packages set up. So it would be a variety of prices.

What specific things do you need help or guidance with to achieve what you wish to accomplish

For your call time this month we have enough time to focus on 1 element - what do you want that to be? Tell

I need some suggestions of how to balance everything. Get what I need done on my business besides working in my business and of course doing things for the house/family that I have to as well.

2 ways to get back time:

1. Document + Structure

1 week - every day

7am- coffee, dog 8:30

holes - time suckers - social media

Social media is your lead gen

2. Complete tasks

Every task that is incomplete - half-done - holds attention

business
house

Time Setting -

9-11am Alumni call
11-12 - Prep staff #1
12-1 -

5-7 Training - Dave
7-8 Dinner

Clean up of Backlog - 9-11pm

Balance -

3 kids - 8pm-2am nap -
health -

Kathy Kingston

Below I will share all the spring activities -- for nonprofits/schools in black AND auctioneers in blue (my two markets)
AND I have a very healthy benefit auctioneering schedule - **the strongest I've had in several years.**

I'm excited about the new "**Book-Tour Seminars**" and see it as a great marketing plan to build my consulting and auctioneering and then I can partner in new markets with my 'auctioneer mentors' and too.. PLUS, I do love to present.

I hired a graphic designer and writer helping me prepare the collateral materials for the book-tour seminars:
HTML email, PFD printable flyer, new business cards, Pop Up Banner, press releases
Am I missing anything here?

As you can see below I will present at the target market rich AFP International Conference in mid-March.
Question: for my main presentation -- any additional thoughts for me on positioning me as the go to auctioneer/consultant?
Remember I can not sell there.

My house and office are very clean and my great Gal Friday office organizer Cindy is coming this Thursday to do her 'thing' and consolidate, clean out and streamline organize.

The only other questions I have are: How to design a marketing campaign in 3 new markets for my Book Tour Seminars.
I need help on timing of sending emails, press releases, etc.

See these updates below --

>>. DC - Non profit - 5 auctions - NFL - we need you!!! OMG!
Strategy -

3 book tour seminars
Designer/Writer - System

Flyer

Website - Sales page - <http://ahigherbid.com/book-seminar/>

Research - local media

Plan - When

Emails -

Newsletter -

Mini announce -

PD opp - 5000 -

April 19th - Seattle

Sponsor - NW - mailing list

May 17th - Santa Rosa CA

Sponsor - Greater Giving - list

May 19th - Portland OR

Sponsor - Greater Giving - list

10 minutes/space/promo

Mitch Stuart -

**Sonoma Wine - Partnering - Strategist - intro

- Media - Angle - Pitch - How to Raise More Money

Double pitch - promote Sonoma Wine/ Book A Higher Bid

- raise more capital

-

Networking on steroids - B2B

Sponsors -
Exact

May 17th - Santa Rosa CA
Sponsor - Greater Giving - list

4 weeks in advance

Email #1 - Announce

Email #2 - Did you see Are You Coming - 14

Email #3 - Didn't see you on the list - 21

Email #4 - Last chance - 3 days before event

3 questions

How many emails will you be able to send out about this event?

Will they be a solo email or is it newsletter format?

Can you send me a sample of what you prefer?

Do you have any social media outlets we can access and would it be okay for us to provide you with some materials for these?

International AFP - mid March- BOOK
Sponsor - Mitch Stuart - 30 minute spot

2 hours after presentation - follow me

Promote them further - Gift Cards - Personal Notes -
Mitch Stuart Signature Series
Africa/ Originals for their office

Deanna Hansen

Based on last month Alumni action planning - what did you accomplish?

This month we accomplished cleaning up the mess in my company and cleaning house. We also had a transfer of knowledge from my assistant to Quinn, my new VP!

If not as much as you expected, why?

This has been an incredible couple of weeks. It was more than expected. What do you want to accomplish this upcoming month
I want to complete the organization of setting up my new office, start on sales calls, make sales, complete my Whole Body Health Program and understand marketing process set out by Tracy.

What do you want to earn from those activities? If there are no earning activities - what could you do to focus on that first.

Feb 11- March 11th

This month I would like to get **10 new people registered for the TT program.**

— called - skype calls - emails -
1 close yesterday
MBNA - or payments

What specific things do you need help or guidance with to achieve what you wish to accomplish

Tweaking of language on the calls. Quinn and I will begin and take notes on objections and process, and then would like to improve.

For your call time this month we have enough time to focus on 1 element - what do you want that to be?

How to make the sale!
Module 5 - M2M

Objections - Financing

(a)

What if I could help - and split the amount in 3 - there would be a slight fee increase - would that help.

(b)

Deposit - \$350

(c)

Cdn \$ - locked in to the Canadian Dollar Program

(d) Whole Health offer

Script and pass it off

Global -