

Drew Hunthausen

Action

1. Segment proposal - send to me
2. Mock email - send to me for SD
3. Send me PSA form for review
4. Demo video - improve to curious cut format

TV Checklist -

TV Script -

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

Continuing to send out post cards to church's and follow up. Need to get a little better with the follow up. Also started visiting some of the church's to get the "face to face" feeling which was suggested by a friend who has experience with the church dynamics.

Spoke on Tonya's tele- summit.

Got fund raising campaign put together for Chuffed and am going to launch soon, even though I haven't heard a definite on the rides. Continued my FB lives every Friday, got some feedback to make them more compelling for potential bookings.

If not as much as you expected, why?

Certain things happened a little bit different than I expected, but they are moving forward.

What do you want to accomplish this upcoming month

Continue sending post cards to church's with increased follow up and visits to the ones I want to speak at the most.

Work on leveraging my fb live casts more to potentially reach more people and even attract bookings.

Get a hold of the media in San Diego for my next triathlon on the 25th of June.

TV - format - email with a PDF attachment - 1 page so it fits in the body

Get the whole chuffed.org thing launched.

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

The media attention at the triathlon and speaking opportunity at the PSA conference hopefully will help attract paid bookings.

Want to discuss how I can leverage the psa conference to get the most out of the exposure.

FORM - 1 form

Speak - Have a form ready - one sheet - fill out - get access to your gift -

Section - Fill out possible speaking appearance and make a connection

Section - Let's get to know each other - 1:1 Meetings

Name - Cell # - arrange a time while we are both here

Co-MC - 1:1 meetings - in your room

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

Advise on leveraging my speaking opportunity at the PSA conference. Also discuss the chuffed.org site.

— FORM - run it by me

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.

Getting the Chuffed.org site launched and leveraging media at triathlon at end of month. getting most out of networking/ speaking opportunity at PSA conference.

Mary Stevenson

1. **Do a FB Live - get your feet wet 'Confessions of an Animal Communicator' - your stuff is visual**
2. **Prequalify questionnaire - send to me for review**
3. **Finalize packages and be firm on them - review DECIDE**
4. **Wear your hats properly - healer - business**
5. **BE QUIET after you have said the price**
6. **Get out speaking more - attract your clients - Pet conferences
Pet foods**

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

I did some deep work on myself so that I can focus more clearly and work on my business more and not just in my business. I have some new packages I have come up with for my people clients. I am still working on more where I am offering both live and remote sessions. I experienced an exercise where I could feel the value I bring to people and their animals in sessions. It was tremendous. This definitely has put me in a different space to present packages to people.

If not as much as you expected, why?

I feel good about the work I have done on myself and know this will make a positive change in my business.

What do you want to accomplish this upcoming month

I want to become more comfortable talking to clients about packages and selling some of these new ones. I would like to start doing short clips on **FB live for my 'Confessions of an Animal Communicator'**.

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 would like to sell at least one of my new packages for people at \$1400 and would like to have a month earning over \$3500.

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

I would like to know what info I should have on a Speaker's page and how to arrange it correctly.

Should I be blogging as well as doing the FB live?

- DO FB first - your stuff is visual
- prequalify questionnaire
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I would like to find more people like me and my husband who will do anything for their animals. What are your suggestions for how to find these people? I am still looking into FB groups but was wondering if there are other places I can research?

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.