

Episode 4 - Worksheet

CRAFTING THE CLIENT PROFILE - VISION



Date :

"Like a great athlete, we must have a very clear vision of what we want to accomplish before we make a move. Vision, in preparation for an action, is as important as the action itself."

- Marianne Williamson

1. What is my current vision of myself for my future? and who would I like to become throughout this training process?

2. What type of business/opportunity would I like to build for myself?

3. Desired Income from this Opportunity: \$ _____

4. What type of Potential Clients will I need to approach to get this desired income and how will I go about getting them?

5. What type of time commitment must I give to this opportunity to become successful?

___ # of hours per day ___ Days per Week ___ Total Hours per Month

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6. What kind of schedule must I keep to ensure I give myself the best possible opportunity to succeed in my endeavor:

Daily Schedule (can be broken down by hour): _____ (24 hrs chart)

Weekly Schedule: _____ (m-f chart)

Monthly Targets: _____

7. What types of skills will I need to develop along the way to achieve my vision?

Ex - Communication skills, Language skills, computer skills, marketing skills, etc.

Advanced Visualisation Exercises:

8. When picturing yourself in this role, how do you visualize yourself with the Clients?

Ex's - How are you dressed? What does your day to day look like? Are you on the phone with your clients, face to face, or behind a computer? What does your environment look like? What type of conversations are you having? How do you feel when you're having these interactions with your clients?

9. What Level of Service do you see yourself providing to your Customers?

"Whatever you hold in your mind on a consistent basis is exactly what you will experience in your life."

- **Tony Robbins**