

# \* BIG PICTURE - DON'T ASK HOW !

## A WHAT DO I WANT?

Earn per week

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Holidays - where to

\*

\*

New car / new furniture

Eat out \_\_\_ times per week

Home upgrade / buy / rent / renovation

Exercise 3 times per week

Kids private school / sports etc

Write down **EVERYTHING YOU WANT**

## B HOW MUCH TIME REALISTICALLY DO I HAVE?

HOURS PER DAY

Kids  
Exercise  
Travel  
Sports  
Other - groceries  
Going out  
Networking  
Sleep

Write down **EVERYTHING YOU DO**  
and **WANT TO DO** and how many  
hours per day it is taking

TOTAL HOURS =

## C SERVICING MY CLIENTS

Process to service your clients

TIME

Meet, talk  
Visit  
Quote  
Step 1  
Step 2  
Etc

All the time it takes to service 1 client the way you  
**WOULD LIKE** to.

TOTAL TIME PER CLIENT =

**B: WHAT'S LEFT FOR WORK = 168 - TOTAL HOURS =**

**D HOW MANY CLIENTS CAN I  
PHYSICALLY LOOK AFTER =**

**CALCULATE: B/C**

**PRICE TO CHARGE CLIENT = A/D**



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