

Six Figure Strategy

WORKSHEET

So you're ready to earn six-figures in your business? Many people want to reach that 100K milestone, but many lack a clear strategy that will help them get there. The following is my proven C.A.S.H. method that consists of the four things you need to accomplish your goal of six-figures and beyond.

C

CONSISTENCY

Keep showing up!! Make sure your personal social media pages reflect your business, brand & expertise. TALK MORE ABOUT YOUR BUSINESS THAN ANYTHING. Create a group page for your past, current and potential clients. Stay in contact with past and existing clients via email and personal messaging. Offer free, valuable content, and tips to establish yourself as an expert. **How will you be more consistent?**

A

AIM

Zig Ziglar says it this way, "Aim at nothing and you will hit it every time." Set S.M.A.R.T. (Specific, Measurable, Achievable, Realistic and Measurable) goals. For example, \$100,000 a year is \$8333 per month. Determine how many products, services, courses and events you need to sell to hit that number. **How will you reach your six figure goal with your products or services?**

\$

SYSTEMS

Systems are the way you do things. They are the processes that can be duplicated. These processes should be monitored and improved when necessary. Systems can be implemented for sales, marketing operations, employee training, etc. Systems are most beneficial to your clients and customers because they help them to know what to expect from your business, which keeps them coming back. **What systems will you implement in your business?**

H

HUSTLE

Hustle is vital to an entrepreneur's financial success. It entails an unrelenting focus and real action towards a goal. As you pursue your six-figure goal, you must be a hungry go-getter determined to make it happen, even in the face of opposition. My mantra is "hustle until you don't have to". There will come a point in your business where you will no longer have to work harder, but instead you will be able to work smarter to meet and exceed your financial goals. **What distractions will you eliminate so that you can hustle?**



Want a customized one on one six-figure strategy session with Coach Joy? Contact joymorganmotivates@gmail.com for more information.

