

Offers / Package Planning

END OF MONTH SELF ASSESSMENT

After focusing on your offers this month...

How many offers do you have available to sell inside your business?

Did you get creative this month with your offers? Did you create something new that excites you? Explain.

Yes

No

Did you tweak a current offer in a way that will better serve your clients?

Yes

No

List out changes here...

Are you in LOVE with your current offers? Explain.

Yes

No

Do you feel confident that you CAN create custom proposals or quotes for prospective clients? Yes No

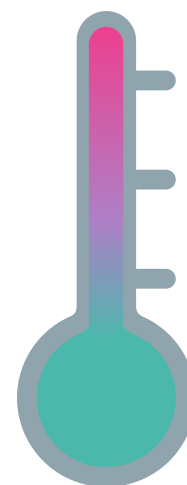
On a scale of 1-10, chart how confident do you feel about your offerings and packages right now?

Have you settled on an "internal" hourly rate that you can use to price your services?

Yes No What is it?

Do you know how to use multiple offers to "make a match" on a sales call with a prospective client?

Yes No



10
9
8
7
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3
2
1