

HOMework

GROW YOUR TEAM **LESSON 1**

HOMEWORK

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LESSON 1 HOW MAY I HELP YOU?

QUIZ

Right now, should you focus on saving time or increasing revenue?

Section 1

Check all TRUE statements.

- I have as many customers as I can currently effectively serve.
- I know what I need to do to increase my business's revenue, I just don't have time to do it.
- I feel overwhelmed with the number of tasks I'm responsible for.
- There are business tasks that I wish I had more time to focus on.

Section 2

Check all TRUE statements.

- I have time (and energy) available to serve more customers than I currently have.
- My business would benefit from better marketing.
- I feel stressed out by how difficult it is to attract customers.
- There are business tasks that I know someone else could do better than I am able to.

HOMEWORK

GROW YOUR TEAM

More checks in section 1? You'll most benefit from hiring someone to do simple work that saves you time. You just need to get some responsibilities off your plate!

More checks in section 2? You'll get the biggest results from hiring skilled help to support you in marketing your business and attracting new customers. You don't need to save time... you need to increase your earnings!

LESSON 1

HOW MAY I HELP YOU?

ACTION STEPS

Step 1

Determine whether your most immediate need is to save time or increase revenue.

Step 2

Either a) List all of your current tasks to determine which could be outsourced to reclaim the maximum amount of time. Or b) List all current and potential money-making tasks to determine which could be outsourced to most increase your revenue.

Step 3

Select the task or role your first (or next) hire will perform.