

Here's how the team at **ActionCOACH™** can help you solve your Top 5 Business Challenges ...

Pick your top 5–7 most important business priorities and return this form to your ActionCOACH ASAP...

Sales & Marketing

- ☐ Marketing turn-key, persuasive and inexpensive ways to generate more leads and prospects for my products or services.
- ☐ A step-by-step marketing plan that significantly increases my new customers, revenues and profits without taking all my energy away from day-to-day business.
- ☐ Creating customer focused advertising and online marketing strategies to draw willing buyers to my business every week.
- ☐ The most effective sales appeal for my products and services that uniquely sets my business head and shoulders above my competition.
- ☐ To build a more motivated, professional and profitable sales or telemarketing force that creates a far stronger sales conversion and average sale value.
- ☐ Having a strategy that will compel my former and even inactive customers to come back and buy from me again and again.
- ☐ Boosting the average sale value and creating a far better sales result from every customer we are already doing business with.
- ☐ Introducing new and more profitable product lines or services to both win new customers and extend the value we provide our existing ones.

Team Building & Leadership

- ☐ Helping me develop and build strong leadership skills and attributes so I can, not just manage, but truly lead my people and my company.
- ☐ To help me find or re-find my passion and get my heart and mind back focused on enjoying running and building the business again.
- ☐ Using a recruiting system that is both efficient and effective to help me add the right, motivated, great people to my team.
- ☐ Developing an ongoing training system so people are more effective and more productive at their jobs and, some are ready for promotion as the company grows.
- ☐ Training my team so they deliver superior levels of customer service and create raving fans and repeat buyers time after time.
- ☐ Helping me and my team get better use of our time and stop working reactively, putting out fires, and become more pro-active about building the company.

Running Your Business

- ☐ Developing a clear and powerful set of both personal and business goals and having a vision for my company.
- ☐ To get myself the freedom of more time away from the business, still knowing it is growing and creating more and more profits without me there.
- ☐ To help me understand how to re-invest my profits back into the business or how to take profits and invest them for passive income outside of my business.
- ☐ Getting a solid business and my people to a stage where they can run it profitably so I can take some time out each week and vacation each year.
- ☐ Developing a straight forward succession plan so I can replace myself with the right people, at the right time and allow them to run it without me.
- ☐ Expanding the operation to multiple outlets or multiple territories so I can take advantage of an already solid and profitable business model.
- ☐ Creating a franchise system that both sells and creates profitable franchisees who can afford to pay me serious royalties.
- ☐ Assistance with taking the company international to profit from global markets, global costs and global currency values.

Systems

- ☐ Having a system for controlling, managing and reporting the company finances so I can know I am building real profits.
- ☐ Working **ON** my business rather than **IN** it and create a systems dependend company rather than a people dependant one.
- ☐ Developing an organizational chart and position descriptions and getting the company administration handled.
- ☐ Building consistency of delivery into my products/services giving better levels of service and more rewarding customer experiences.

Coaching

- ☐ Having a hotline to a great Coach who can help me stay focused, answer my most important business questions and help me grow the business.

Contact Information:

Name: _____

Company: _____

Address: _____

Email: _____

Tel: _____