

Module One:

Creating the Roadmap

Worksheet:
❖ Goal Setting

Goal Setting

Success on LinkedIn always begins with setting a clear outcome. Generally speaking this is the action you want your prospect to take as a result of coming to your profile. However to determine exactly what this outcome should be, we have to first evaluate some of the most vital components of your business.

With this being the case, there is no better place to start than with reviewing the goals you have for your business (and thus your life) to make sure that the choices you make within this course are in alignment with that outcome.

What do you want to achieve within your business?

When you achieved it, what would this allow you to be/do/have?

What do I want to be known for?

What is your chargeable hourly rate:

Annual Income –

Billable Hours –

Chargeable Hourly Rate –

Once you have completed this, start to think about some of the packages you might offer clients that will allow you to achieve these results. We'll be building your packages in Session 2. Next we're going to look at your numbers in action.