

**FOUNDATIONS OF
BUSINESS GROWTH**

QUANTUM GROWTH
Small Steps. Big Results.

Module 3

Check-in Questions

1. What are you doing now that is working to bring in clients?
2. What/who is your target market?
3. In 2010 how many clients would you like to have on average? (per week or month or quarter whatever is relevant).
4. To achieve that, how many leads do you need to generate on average? (assumes you know your approximate conversion rate)
5. Given what you know and do now, how close are you to that goal and what are some things that will need to be completed or changed?

QUANTUM GROWTH
Small Steps. Big Results.

The Loop-de-Loop

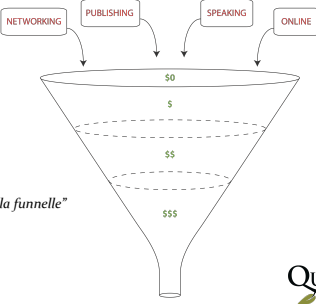
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The Ecology of Change



QUANTUM GROWTH
small steps leading to big results

The Marketing Funnel




NETWORKING PUBLISHING SPEAKING ONLINE

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"la funnelle"

QUANTUM GROWTH
small steps leading to big results



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Talk to you next Tuesday!
