

The 10% Rule For Generating Outstanding Client Results And Making Your Clients Happy Working With You

Lesson 4 workbook is all about asking you some tough questions to make you think of the service you offer in a different light. So do take the time to answer each question because you never know if you're just one question away from an idea that might just change your business.

Note: Some of the questions may not apply if your freelance service is B2C. But do try your best to answer most of the questions.

What other skills can you learn that would compliment the skill you have now that will add value to what you offer?

What ASSETS should your prospects have to ensure great results? List them down.

Which part of your client's life or business can you improve to compliment what you're already doing?

Does your client's business have a leak and what are you doing to fix it?

Can you increase your client's average number of leads, customers, or revenue? How?

Can you form strategic partnerships with other vendors in your market?
