



The
WORK
BOOK



You'll learn to see how to start a business from scratch, with no money down, that set's up you for millions

PHASE ONE: HE/SHE WHO OWNS THE BUSINESS

Not every business is for everybody. The last thing you want to do is start a business that brings you joy.

Why? Because people avoid or quit things that don't bring them joy. Business is competitive and you have to keep evolving if you want to stay relevant with your customer. So pick something you care enough about to keep getting better at doing.

STEP ONE: What do you need your business to do for you? 1) Example: I need my business to make me _____, so I can retire from my job.

STEP TWO: And what else? *"Measure twice, cut once"*...this is your chance. **DO NOT LEAVE ANYTHING OUT NO MATTER HOW SMALL!!**

PHASE TWO: Let's get some real numbers.

1. Money (exact number) I need a business that gives me at least _____ amount of dollars a month.

2. Time (exact information) I need a business that allows me to _____

Example: I needed a business that allowed me to work from home and at least two hours a day to work out.

3. Relationship #1 (time) I need a business that gives me time to spend with _____

4. Relationship #2 (provision) I need a business that allows me to buy, pay or donate to _____

PHASE THREE: What's the right business for me?

What skills do I need to be successful at this business?

1. Do I need to talk to people?
2. Do I need to sell to people?
3. Do I need to use a computer?

What physical skills do I need to be successful?

4. Do I need to lift heavy stuff?
5. Do I need to drive a lot?
6. Do I need to sit for long periods of time?

Don't invest your time or money into a career that you can't do or will hate just because you heard it makes good money.

Phase 4: What am I willing to give up?

You only have 24hrs in a day. You must reorganize how you spend them.

1. How much of my time am I willing to give up (by day and week)_____

2. What things that I currently spend money on, and am I willing to stop buying?

3. What are the things that I want to buy that I am willing to put off buying to a later date?_____

4. What social activities am I willing to give up for the next 6 to 12 months?

Phase 5: What will you do?

Keeping your word to you is extremely important. I want you to make a contract with yourself.

I am 100% committed to learning what it takes to create a business that makes_____ and allows me to spend more time on or with_____. I will not spend money on things that don't help me reach my goals. I will devote at least_____ each day until I have _____. I give my word to my future self that I will not let us down.

Sign_____

