

# FocalPoint Business Coaching



Here is an interesting tool from Brian Tracy.

As Business Coaches we often get asked – how can I grow this business faster and more profitably?

Below, you'll be able to see and work through part of the process we use.

Please contact us and take advantage of the Free Hour of business Coaching. Lets talk about getting your business on a fast-growth track!

## **Seven Ways to Build an Entrepreneurial Business Faster**

You must be continually seeking better, cheaper, faster ways to build your business faster. Here are the seven best ways:

1. Acquire more customers at **lower costs**. What could you do to attract more customers at a lower cost? \_\_\_\_\_

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2. Stimulate **more frequent purchases** and re-sales by expanding your variety of offerings. What could you offer your customers to cause them to buy from you more often? \_\_\_\_\_

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Contact us at 1-(877) 433-6225 or [coach@focalpointcoaching.com](mailto:coach@focalpointcoaching.com)

To arrange for your free 1 hour coaching session

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3. Achieve larger sales per customer via **up selling and cross selling**. How could you up-sell and cross-sell more effectively? \_\_\_\_\_  
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4. Deliver your product or service at **lower cost** as the result of increased efficiency. How could you increase the efficiency of your business operations? \_\_\_\_\_  
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5. Get **more and better referrals** to new customers, lowering your cost of advertising and sales. How could you ask for or stimulate more referrals from your customers? \_\_\_\_\_  
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6. Build **better customer relationships** and create more loyal, appreciative customers. What could you do to increase levels of customer satisfaction? \_\_\_\_\_  
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7. Increase the **speed of the sales process** by using better, faster, more efficient sales skills and methods. How could you increase your ability to sell in your business? \_\_\_\_\_

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