

Create Your 2024 Midyear Sales and Marketing Plan Class 2 of 2

- Coaching Program: <https://ericlofholm.lpages.co/coach-with-eric-june21/>
- Replay Page: <http://www.hubpagereplay.com/>

Elisabeth Adams received an A for completing her plan and emailing it to me!

Dr. Moine's LinkedIn story

What is a skillset you want to improve over the next 6 months?

You have 2 minutes to do this exercise.

What is your 6-month income or revenue goal?

How much do you earn per sale or how much revenue do you generate per sale?

How many sales do you need to make to achieve your sales goal?

You have 3 minutes to do this exercise.

Make the plan simple

Here was my initial plan to build an international training company:

- Give 1 talk per day
- 5 per week
- 20 per month
- 240 per year
- Do this from 1999 until 2040 or so

25 prospecting touches per day, 5 days per week

No breakfast/low carb diet/reduced sugar/gym 3 days per week

Plan my day in writing 5 days per week

Attend church weekly, read bible for 5-10 minutes per day

Write down a simple plan to achieve one of your goals for the 2nd half of 2024. You have 4 minutes

Build social media into your plan

Social media connections can be leads

1 post per day

Add 5 friends per day



1 Live per week

Spend 1/3 of your social media time liking and commenting on other people's posts

Level 10 Exercise

Focus on Revenue Producing Activities

Jen'el – Create a New Story

What is your new story?

You have 5 minutes to create a new story

Tony Robbins Fiji Story