



IMPLEMENT YOUR BEHAVIORAL APPROACH

Step 1: Outline the process for new client meetings.

Step 2: Describe the review process you will use going forward.

Step 3: Develop a systematic approach to transition clients to your new model line-up.

Step 4: List the 2-3 products you will use for each line of your business.

Step 5: Identify your ideal client. List the process you will use to weed the non-ideal clients out. How will you transition from your non-preferred products?
