

15 WAYS TO GROW YOUR BUSINESS IN EVERY ECONOMY

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What do YOU want
from YOUR Business?

Income

L i f e s t y l e

Freedom

Security

Autonomy

Self-Sufficiency

Flexibility

Prestige

POWER

CONTROL

Travel

No Travel

#1

Businesses that are not successful often do not have a _____.
Without a business plan, people often do not know what _____ to take to go _____.
Plan with _____ not _____. A business plan does not count if it is not _____.



#2

Compare how well your business is doing with regards to others. Give yourself a _____.
How well would you rank on the 3 basics: A, A-, B, C- etc.
Terrific quality product ____
Pleasant and responsive interactions with personnel ____
Ease of purchasing process ____

#3

Grow the business. Because someone has more does not mean you have _____.
Brainstorm:
What are the needs of the market that I fill?

What are the unmet needs of the market that I could fill?

#4

To be serious about business goals, _____ and
_____ where you can see them all the time.

***** My top business goal for the rest of the year is: *****

To achieve that I need to take these steps

1. _____
2. _____
3. _____

#5

Your money or your life! You work for _____ to make a _____.
What is your life goal for the rest of the year? _____.

#6

Track your referrals. Track people who refer business to me and _____. Track the people I refer business to. Remember that you often don't _____ referrals until you _____ referrals.

#7

Be in the habit of being _____. Encourage this sense of gratitude and get more of what you want by writing _____ and showing appreciation for what others do for you.

www.Facebook.com/DrMaryKelly
www.Twitter.com/MaryKellySpeaks
www.Linkedin/in/MaryKellyTalks



#8

Use _____ to market while you sleep. Join _____, start a Facebook _____, blog, and post _____ on other people's websites and blogs. (Free eBook on How to Develop a Fabulous LinkedIn Profile on www.ProductiveLeaders.com/free-stuff)

#9

Market using social media. Run specials on _____ and _____, create dialogue, and _____ to your customers.

#10

Go for the _____ !

1. Get great _____

2. Stay focused on your _____

3. Be _____ and _____ every day.

If you are not excited about your business, who is?

#11

Train to grow. Business people must stay current on _____, marketing, and _____. Read business books on areas where you are weak. Attend conferences that push you and your business forward. Join groups that further educate you and your mind.

#12

Do the _____ thing. Always. You'll sleep better at night AND people want to do business with people they _____.

#13

Communicate with your clients: _____, _____, and _____. Relationships matter, but if they can't _____ you they can't _____ you. Make it easy for people to know who you are and what you do.

#14

Communicate with your employees. If they don't know what you want and where you are going, how will they know _____ when you are not around?

#15

Start _____ and grow _____. Look for places where people gather and offer to help. Look for ways to refer others.

Remember, it is not what you _____ it is what you _____!

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