

# DAILY ACTION SHEET

## Day 1 3 Steps to Getting New Clients

### STEP 1 — Your Current “Get New Clients” Reality

Let’s get a sense of the current reality as it relates to getting new clients in your business. Remember, where you are now is just a starting place.

This week is all about making progress.

*In the spaces below, answer how you’re currently experiencing getting new clients. Be as thorough and as detailed as you’d like.*

**As it relates to getting new clients, my number one issue or frustration is:**

**As it relates to getting new clients my ideal situation is:**

Getting more clients and using the three-part system starts with identifying where you are on the Connection Scale®.

*Below, answer how where on the Connection Scale® you feel you currently sit.*

**When it comes to getting new clients, I can most relate to this part of the Connection Scale®:**

## THE CONNECTION SCALE®



### Isolation

**Isolation** — If you're identifying with this end of the Connection Scale®, it's likely that you feel secluded, alone and there's no one to exchange ideas with, no access to resources and knowledge — and not a lot of results.

### Transaction

**Transaction** — This point can get you some quick wins, but it's likely that you may still feel disconnected because your relationships are conditional and don't go deep.

### Connection

**Connection** — When you are here, people are getting to know you and your business, and you're winning new business on a regular basis... all without feeling pushy or uncomfortable.

## GOOD NEWS

No matter how you scored today, the good news is that tomorrow we are diving into ***How to Show Up and Turn Nos into Yeses — THE MOST under-utilised way to get more of your ideal clients saying yes, more often.***