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A 6-Month Plan for Fast Business Growth

Months 1 to 2 - Fixing the leaky bucket

- 1. Identifying what you're good at** - One of the first steps in growing your business is pinpointing what you do well. How can you best deliver value? What problem do you solve exceptionally well? What would people happily pay you for?
- 2. Crafting a great offer** - This is where you bring across to people the real value of what you do, the results it can get them, and the kind of work behind it.
- 3. Setting better pricing** - Are your prices commensurate with the value people get from your product or service? Do they sufficiently cover the cost of production and delivery? Try raising the price on your highest-selling product, and offer it to your best clients. Then consider raising the prices on all your products, across the board.

Months 3 to 4 - Getting more clients

- 1. Find the marketing channel that works for you** - Look at your numbers and determine where you're getting the best results for your marketing efforts. Focus on that channel.
- 2. Optimize** - Experiment, run tests till you know you have the right channel and material for the right audience.

Months 5 to 6 - Conversions

- 1. Lead nurturing** - How do you keep the right people interested after initial contact?
- 2. Sales copy** - How are you talking about your product or service?
- 3. Sales process** - What is the prospect/customer experience like?

Bonus, months 6 onward

By this time, you should have extra profit left over. This is when you can start investing in tools, in better presentations, in training. This is also where you can start looking at hiring and growing your team around the above functionalities.

Looking to grow your business, fast? Look up Will Wang at [Growthlabz.com](https://www.growthlabz.com)