

**Breakthrough Secrets ~  
How to Become Irresistible to Clients**

**Proven Strategies to Quickly Enroll Your Next  
1, 3, 5 or 10 Clients... Whether You're a Seasoned  
Entrepreneur or New in Business!**  
with Bonita Richter, MBA



### **Action Steps for Class #1**

1. Choose people you will reach out to, who are currently “in your world already” to offer your program or service. See the handouts titled, *20 Places Where Your Potential Clients Are “Hiding” in Plain Sight* and *How to Qualify the People You Choose to Serve Who Will Happily Pay for Your Services (And you’re not chasing an unprofitable niche and wasting valuable time)*.

Choose 50 people you are going to reach out to and invite them to work with you.

2. Determine the **PROBLEM** you will solve for the group of people you identified in Step 1. (Choose only one program / product / service to offer for the 30-day period of this program).
3. What is the **BEST** and **FASTEST** way you will solve this problem for your chosen group of people?
4. Determine your **Bold Money Goal**. Use the handout, *Set an Exciting, Stretching, Double Bold Money Goal!*