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where every small business owner can achieve big business success

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The x10 Mindset Challenge

Whether you
think you can or
think you can't –
you are right.

– Henry Ford

So we've spent a week working on our Target 200 – and thank you to everyone who sent in their five 1%ers. I do enjoy receiving messages from you.

Power to you for making the commitment!

With so much uncertainty in the world, with Brexit and what this really means for small business and this week's *do we have a Labour or Coalition government* small business owners can be forgiven for wondering what to do next.

So this week I want you to focus on something you can control ... having a **x10 mindset**?

Let me start with a question for you. "What are the 10 strategies that you can work on in the next 30 days to achieve an extra \$10,000 or \$100,000 (this number is really up to you) in sales?" That's extra revenue, not what was already going to appear on the scoreboard anyway.

You have just 10 minutes to brainstorm on paper up to 10 strategies to achieve this. Why? Because that's what a business strategist does for their client when everything seems so uncertain!

We all have what we call *head trash* around *what is*, *what should be* and *what could be*. Pushing the limits on what could be, putting pen to paper and writing down the goal by being specific on the outcome, is what is needed to push through.

I should tell you, when I have completed this exercise with clients in the past 90% of the clients returned their paper exercise (because we all know that committing to do something in writing and sending it to someone who holds us accountable is a sure fire way to achieve a goal right?) AND 60% of the clients achieved their target!

Wow ... now if that doesn't get you excited, you'd better stop reading right now!

Bookings for the M500 Event are now open.



The theme for this month is Diversification. We will be looking at why you must explore new markets to help your business reputation multiply, when you should be looking to diversify and what you need to consider.

We have a great guest speaker, Deirdre Diamante of Mia Consulting Services who will be presenting '**How businesses win government business**'.

So if this is something that you believe you could be doing to diversify your business, then you need to register a seat today.

To find out more and to book your seat [click here](#)

Have a great weekend, remember whilst the world may be a little uncertain right now there is so much that we as small business owners can control and most importantly focus on. So lets get the cash registers ringing with our 10 sales strategies to raise our revenue in the next 30 days by \$10,000 or \$100,000 (or whatever number you chose). Pick the relevant one for you and private message me so that I can hold you accountable to this magnificent outcome.

Power to you!

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