

3 key skills to accelerate your business, Workbook 3

How to handle ambition

This workbook is designed to help you retain what you learn from the 3 Key Skills training videos, and implement each skill inside your business, for maximum impact.

Simply follow along with the video and add in your answers as you go.

Video Training: Fill in the blanks

When you set specific goals for your business, you channel your desires to improve _____ and _____.

Learning how to handle ambition is about:

- _____ on your highs.
- changing our attitude to _____.
- learning how to take your _____ seriously.

How to get better at ambition:

- 1** Find and create _____ (online & IRL!).
- 2** Name and share your _____ goals and _____.
- 3** Take your _____ seriously.

- 4 Treat your competitors as _____.
- 5 Take _____ action. Make marketing _____.
- 6 Treat confidence and courage as a _____.

Your homework (should you choose to accept it)

- 1 Revisit and rewrite your terms and conditions. What's working well that you can consolidate and formalise? What's not working well that needs to change?
- 2 Consider whether it's time to raise your prices (not just an incremental increase). Is there any particular service for which you need to considerably hike up your prices?
- 3 Reach out to a competitor that you've been admiring and send them a compliment. (Now!)

For more on how to grow your business, join the Hustle & Heart program and community. This comprehensive business coaching program covers digital marketing, simple, sleaze-free sales, productivity and self-care for business owners.

Bring your values front-and-centre in your business, combining heart with hustle, so you can do your best work.

The Hustle & Heart program starts shortly! Learn more and register your interest: www.hustleandheart.com.au/program