

# The Income Boosters™



## INCOME BOOSTER STRATEGIES

Name: \_\_\_\_\_ Date: \_\_\_\_\_

<b>Pick only 3; Focus; Move fast!</b>	<b>3 "Boost" Projects 30 minutes: 30 days</b>	<b>Next Action Who can help; How fast?</b>	<b>Date</b>
<b>1. Top 3 Cash Flow Actions Next 30 days</b> <ul style="list-style-type: none"> <li>▪ Top 3 Dollar Case in 30 days</li> <li>▪ Clean up any outstanding A/R</li> <li>▪ Prioritize work on next Top 3 cases</li> </ul>			
<b>2. Do, or improve Client Intake Matrix™</b> <ul style="list-style-type: none"> <li>▪ Say Yes, to only A and B cases</li> <li>▪ Fire at least one bad client</li> <li>▪ Take on small step to improve process</li> </ul>			
<b>3. Raise Revenue Per Case</b> <ul style="list-style-type: none"> <li>▪ Hourly -raise rates or realization</li> <li>▪ Fixed-Increase price, avoid discounting</li> <li>▪ Contingent-Raise minimum case value</li> </ul>			
<b>4. Get New, Better Clients and Cases</b> <ul style="list-style-type: none"> <li>▪ Make 5 direct, verbal, referral asks</li> <li>▪ Who Clients, Lawyers, and referral sources</li> <li>▪ Take 5 More referral based actions</li> </ul>			
<b>5. Increase Your Capacity (Great Team)</b> <ul style="list-style-type: none"> <li>▪ What training?</li> <li>▪ What system, process or improvement?</li> <li>▪ Strategic and/or Task Delegation?</li> </ul>			