

Income Booster™ Sprints



INCOME BOOSTER STRATEGIES

Pick 3 projects and spend 30 minutes on each in the next 30 days.

Name: _____ Date: _____

Total Commitment for the 30 days is 90 minutes boosting your income.

Pick only 3; Focus; Move fast!	3 "Boost" Projects	Next Action Who can help? How Fast?	Date
1. Top 3 Cash Flow Actions Next 30 days <ul style="list-style-type: none"> Focus on top 3 dollar cases Clean up any outstanding A/R 			
2. Improve New Cases <ul style="list-style-type: none"> Say yes to A (great) and B (good) cases Fire at least one bad client 			
3. Raise Revenue Per Case <ul style="list-style-type: none"> Hourly - Raise rates or realization Fixed - Increase price, avoid discounting Contingent - Raise minimum case value 			
4. Act on Referral Based Marketing <ul style="list-style-type: none"> Make 5 direct, verbal referral asks Implement marketing incentive 			
5. Increase Your Capacity (Great Team) <ul style="list-style-type: none"> What is one simple process you can delegate? What is one thing you can train your team on? How can I leverage the use of technology(AI)? 			