RETHINK BUSINESS

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Worksheet · Side 1
Ames, Iowa · November 13, 2026

WHERE IS YOUR BUSINESS TODAY?

Answer for the business you have today, not the one you want to have. No one else will see this sheet.

1 Fill in the circle for your answer on each statement.
1 = never · 3 = sometimes · 5 = always

2 For each area, add your 2 answers and write the total in the box.

Example, Marketing:
statement 1 = ❹ , statement 2 = ❷
→ 4 + 2 = **6** of 10

3 The area with the lowest total is your priority (totals run from 2 to 10). If there is a tie, pick the one that feels more urgent.

AREA	#	STATEMENT	1 never	2	3	4	5 always
Marketing Statements 1–2 ☐ of 10	1	When people search for me on Google, they find my correct hours, phone number, and photos.	①	②	③	④	⑤
	2	I show my work (photos, videos, reviews) at least once a week.	①	②	③	④	⑤
Sales Statements 3–4 ☐ of 10	3	I answer people who message me within an hour during work hours.	①	②	③	④	⑤
	4	I keep a list of people who asked and didn't buy, and I follow up with them.	①	②	③	④	⑤
Technology Statements 5–6 ☐ of 10	5	I have saved answers to the questions I get most.	①	②	③	④	⑤
	6	Appointments and orders get confirmed without me having to remember.	①	②	③	④	⑤
Organization Statements 7–8 ☐ of 10	7	I know where each customer's info is (name, phone, what they bought).	①	②	③	④	⑤
	8	My appointments and tasks are in one place, not on scraps of paper or in my head.	①	②	③	④	⑤
Growth Statements 9–10 ☐ of 10	9	I know how much I sold last month.	①	②	③	④	⑤
	10	I have a goal for the next 90 days and I know the first step.	①	②	③	④	⑤

My area with the lowest total: _____ **Total:** ☐

MY 30-DAY PLAN

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Worksheet · Side 2
One small action, with a date

MY PRIORITY
The area with your lowest total (Side 1)

DATE
Before December 13, 2026

MY ACTION
Something I can do in under an hour

HOW I WILL KNOW I DID IT
E.g., "3 photos uploaded," "5 messages sent"

WHO WILL ASK ME ABOUT IT
Someone from the talk or at home

MY 90-DAY GOAL (OPTIONAL)

By _____ I want to go from _____ to _____

NOT SURE WHAT TO WRITE? PICK ONE FROM THE MENU

Marketing

- [ ] Fix your hours and phone number on Google and upload 3 photos.
- [ ] Ask 3 happy customers for a review.

Technology

- [ ] Save your answers to the 3 questions you get most on your phone.
- [ ] Set up an automatic reminder for appointments.

Growth

- [ ] Add up how much you sold last month.
- [ ] Write your goal: "By ___ I want to go from ___ to ___."

Sales

- [ ] Message the last 5 people who asked and didn't buy.
- [ ] Write down everyone who asks about prices this week.

Organization

- [ ] Move this week's appointments into one calendar.
- [ ] Put all your customers' phone numbers in one list.

Which topic should we dig into next?

Scan the code to join the WhatsApp group. We post upcoming workshops there, and you can vote on the topic. In 30 days, we will ask how it went.