

The Connect Up Blueprint: For The Self-Employed

Steps	Problem	Solution	Benefits	Tools
STEP 1 Establish Vision	Lack of vision. Blurry future. "I don't know what I want or what I'm looking for." "I'm unsure what to do next."	Decide what you want and focus in what you're looking for. Map out your vision. Who's your ideal client? Create a path to your goal.	<ul style="list-style-type: none"> ✓ Clarity ✓ Motivation ✓ Enthusiasm for future ✓ Direction 	<ul style="list-style-type: none"> ❖ Aim Script ❖ Path Builder Formula ❖ Ideal Life Blueprint ❖ Vision Windows ❖ Ideal Client Profile
STEP 2 Identify Symptoms	Not happy with the current results in your career. This lack of fulfillment and success may be causing you stress and anxiety.	Discover root causes that are contributing to your negative experiences and career symptoms.	<ul style="list-style-type: none"> ✓ Relief that you now know what's causing your problems ✓ Clarity in your identity 	<ul style="list-style-type: none"> ❖ Root Cause Coaching Session ❖ Life and Career Evaluation
STEP 3 Master Internal Communication	Difficulty making confident decisions, stress, head clutter, doubts, lack of focus. Feelings of, "I don't have a say in areas of my life."	Clear the noise and find your inner voice so you can create the life and career that you want.	<ul style="list-style-type: none"> ✓ Less stress ✓ Clear head ✓ Confident Decisions ✓ Have a say ✓ Steady focus 	<ul style="list-style-type: none"> ❖ Voice Scripts ❖ Inner Team Management ❖ 100 Ways to Journal
STEP 4 Master External Conversations	Not finding clients or getting referrals. Not forming mutually beneficial relationships. Weak network.	Master the networking conversation so you can connect with the right people in the right way, online and in-person.	<ul style="list-style-type: none"> ✓ Consistently find clients ✓ Get continuous referrals ✓ Strong communication skills 	<ul style="list-style-type: none"> ❖ Ask, Listen, Connect ❖ Fulfill Needs and Diffuse Concerns ❖ Practice and Role Play
STEP 5 Master Your Time	Often behind. Stressed. Lack of focus. Your clients and other people control your schedule. Unsure how to prioritize your activities.	Set your own ideal schedule. Increase your focus skills. Create your personal, customized time-management system.	<ul style="list-style-type: none"> ✓ Be a master at prioritizing ✓ Control interruptions ✓ Create life balance ✓ Build trust with clients fast ✓ Less stress, more sanity 	<ul style="list-style-type: none"> ❖ Focus The Lens Process ❖ Time Scripts ❖ Tune In (Focus) Exercises ❖ Ideal Schedule Creation
STEP 6 Determine Your Worth	Inconsistent or low income. Mediocre clients. Unsure what to charge people. Uncomfortable selling your services and talents.	Discover your worth, change your rates, learn to say "No." Learn to sell. Adjust negative beliefs and habits regarding money.	<ul style="list-style-type: none"> ✓ Higher and predictable income ✓ Attract your ideal clients, projects and gigs ✓ Confidently sell yourself 	<ul style="list-style-type: none"> ❖ Money Mindset Tools ❖ Personal Brand Build ❖ Money Scripts ❖ Packaging