



Day Ten WORKBOOK

#### Day 10:

## Round-Up, Reflections & What Happens Next

#### Why This Matters

You've just worked through 9 action-packed days where you've:

- ✓ Identified your ideal customer
- Chosen your specialist niche
- ✓ Targeted your best local area
- ✓ Set a proper Minimum Charge
- ✓ Improved your online presence
- Started building trust through content
- ✓ Put follow-ups in place
- Created a Keep-in-Touch strategy
- ✓ Launched or planned your local print campaign

But here's the truth...

None of this matters unless you keep it going.

This challenge wasn't just about ticking boxes—it was about setting up the foundations for a better business. One that doesn't rely on hope, word-of-mouth, or low-profit work.

This final day aligns with **Systemise (S)** and **Keep-in-Touch (K)** in the S.P.A.R.K.S Blueprint.

Because now it's about momentum.

When you review, reflect, and build a plan from here, you will:

- ✓ Avoid slipping back into bad habits
- ✓ Stay focused on what actually works
- ✓ Start to feel more confident and in control
- ✓ Move from "surviving" to "growing" as a business





## **Step-by-Step Instructions**

# Step 1: Review What You've Implemented

Go back through your notes from each day. Tick off what you've completed, mark what's in progress, and flag anything that needs attention.

Use the checklist below to do this.

Task	Completed	In Progress	Needs Attention
✓ Defined my Ideal Customer			
✓ Chosen My Expert Niche			
✓ Defined My Target Area			
✓ Set My Minimum Charge			
✓ Website & Google Profile Update	d 🗆		
✓ Social Proof & Trust Builders Add	ed 🗆		
✓ Email/CRM Follow-Up System			
Customer Re-Contact System Set	Up 🗆		
✓ Leaflet / Print Campaign			
Planned or Launched			





## Step 2: Reflect Honestly

Take 10 minutes, a brew, and a quiet space. Ask yourself:

➤ What felt easy? What felt difficult?
➤ Where did I make real progress?
➤ What was I resisting that I now see differently?
What would future me thank me for sticking with?

If you've only half-done a few things, that's okay. You've made real progress—and now you know what needs work.





Reflection Summary
> 3 Things I'm Proud to Have Done During This Challenge:
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2 Things I Found Difficult or Need Help With:
➤ 1 Thing I'll Commit to Doing Next Week:



# \*\*TASK: Build My Next 30-Day Action Plan

What tools or systems do I still need to set up properly?
"I haven't fully set up the CRM follow-ups—need to complete that."
Where do I want to focus more deeply in the next month?
"I want to get more visible online by posting consistently on Facebook."
What weekly habits will help me stay consistent?
What weakly habits will help the stay consistent.
"Schedule 1 post a week, ask for 1 review a week, follow up on 3 quotes ever
Friday."





Examples of Next Steps
✓ "Create and schedule 4 content posts for the month ahead using IEE+P."
✓ "Revisit all past customer jobs and tag them in my CRM."
"Track how many quotes I send and how many I convert—weekly."
✓ "Run another leaflet drop in a second postcode I identified."
Questions I Need to Ask Myself
➤ Did I show up for my business over the last 10 days?
➤ What habits do I need to keep—and what do I need to stop doing?
<del></del>
What's the real cost of going back to 'doing things the old way'?



Questions I Should Ask in the ToolBox
(Write your own below — these are just examples)
<ul> <li>How are others staying consistent after the challenge?</li> <li>What tools are helping members stay organised each week?</li> <li>What should I focus on next based on where I'm strong or weak?</li> </ul>

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# ⚠ Common Mistakes to Avoid Going Forward

- X Doing the work once and expecting results to last forever
- X Jumping back into "do everything" mode instead of focusing
- X Not tracking what's working and what's not
- X Slipping back into undercharging and hoping for word-of-mouth







Notes & Takeaways	

- **目** ToolBox Resources
- ✓ Challenge Completion Tracker
- ✓ 30-Day Planning & Productivity Templates
- Facebook Members Group Share Your Wins, Struggles & What's Next









**Congratulations** – You've Completed the 10-Day Challenge!

You've now got the key components in place to run a smarter, more predictable, and profitable business.

This challenge has given you clarity, confidence, and structure—but now the real growth begins.

# Jump into the ToolBox Members Group and share:

- ✓ What you've completed
- ✓ What changed for you
- ✓ What you're doing next
- ✓ You're not on your own. Let's keep the momentum going. 🦺







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