

LOCK IN THE SYSTEM



Week 4 Worksheet

Overview

Profit is not a one time decision.

It is a system.

This week you will create a simple tracking method so that pricing and performance are visible weekly.

This strengthens Systemise.

At 20:00 on Tuesdays, we will be Live in the Group answering your Questions.

Week 4 Task 1

Create A Weekly Revenue Tracker

1. What is required

Create a simple spreadsheet with:

Week	Revenue	Hours Worked	Effective Hourly Rate	Estimated Profit

2. Learning outcome

You move from guessing to measuring.

3. Evidence required

Post a screenshot of your tracker in the **Week 4 Task Post** comments.

Tips for mastery

Keep it simple.

Consistency matters more than complexity.

Week 4 Task 2

Calculate Your Effective Hourly Rate

1. What is required

Take last week's total revenue and divide by total hours worked.

Total revenue _____ ÷ **Total hours worked** _____

= Effective hourly rate _____

2. Learning outcome

You see whether your real rate aligns with your Minimum Charge.

3. Evidence required

Post the number in the Week 4 Task post comments.

Tips for mastery

Include all hours worked, not just on site time.

Week 4 Task 3

Set Your April Profit Target

1. What is required

Set a clear profit target for April and write why it matters to you personally.

2. Learning outcome

You connect money to purpose.

3. Evidence required

Post your target and your reason in the Week 4 Task Post comments.

Tips for mastery

Choose a number that stretches you but is realistic.

Profit must be intentional.

Completion Reminder

To be marked as Completed you must:

- Submit evidence for all twelve tasks
- Attend three live sessions or watch replays
- Have implemented at least one real pricing adjustment



Outstanding Execution will be selected based on depth of implementation and measurable financial improvement.



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