

30 Day Client Acquisition Challenge

Day 1

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| | Delete any unprofessional posts from your Facebook page(s) |
| | Add a professional profile image and cover graphic showcasing what you do |
| | Update your bio to reflect what you do |
| | Make a list of potential clients selling on Groupon. |

Day 2

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| | Make a list of businesses who don't use the Facebook pixel |
| | Create a Calendly landing page. |
| | Sign up for a Stripe/Square account. |

Day 3

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| | Make a list of potential clients that advertise on Yelp. |
| | Create a pitching email template |
| | Add 5 new business owners to your FBfriends list. |
| | Create a sample proposal template. |

Day 4

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| | Make a list of potential clients that advertise on local tv and radio. |
| | Add 5 new business owners to your FBfriends list. |
| | Visit a local Dunkin Donuts/Starbucks and grab one of each business cards. |

Day 5

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| | Add 5 new business owners to your FBfriends list. |
| | Make a list of all businesses you currently do business with or are a customer of. |
| | Create a Crazy Discount Funnel Mockup for each category of business that applies |

Day 6

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| | Add 5 new business owners to your FBfriends list. |
| | Make a list of potential clients from junk mail. |

Day 7

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| | Eat some pie ☺ |
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Day 8 Research Day

	Add Groupon Advertisers to your prospect list
	Add Yelp Advertisers to your prospect list
	Add Google Businesses with No Pixel to your prospect list
	Add Local TV & Radio Advertisers to your prospect list
	Add Groupon Advertisers to your prospect list
	Research and Add 1 event manager to your networking event list

Day 9 Networking Day

	Friend Request 10 new business owners from your list
	Comment "non salesy" on 10 business fan pages
	Comment "non salesy" on 10 business owners posts that accepted your friend request
	Contact 1 networking event manager and ask to speak

Day 10 Contact Day

	Email/Message/Call 5-10 Business Owners from your list
	Email/Message/Call 1-3 networking event managers
	Post Curious Student or Educational Post
	Do a Live Video showcasing your skills
	Respond to any comments and follow up

Day 11 Research Day

	Add Groupon Advertisers to your prospect list
	Add Yelp Advertisers to your prospect list
	Add Google Businesses with No Pixel to your prospect list
	Add Local TV & Radio Advertisers to your prospect list
	Add Groupon Advertisers to your prospect list
	Research and Add 1 event manager to your networking event list

Day 12 Networking Day

	Friend Request 10 new business owners from your list
	Comment "non salesy" on 10 business fan pages
	Comment "non salesy" on 10 business owners posts that accepted your friend request
	Contact 1 networking event manager and ask to speak

Day 13 Promo Day

	Email/Message/Call 5-10 Business Owners from your list
	Email/Message/Call 1-3 networking event managers
	Post Curious Student or Educational Post
	Do a Live Video showcasing your skills
	Respond to any comments and follow up

Day 14 RestDay

	Eat some pie ☺
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Day 15 Research Day

	Add Groupon Advertisers to your prospect list
	Add Yelp Advertisers to your prospect list
	Add Google Businesses with No Pixel to your prospect list
	Add Local TV & Radio Advertisers to your prospect list
	Add Groupon Advertisers to your prospect list
	Research and Add 1 event manager to your networking event list

Day 16 Networking Day

	Friend Request 10 new business owners from your list
	Comment "non salesy" on 10 business fan pages
	Comment "non salesy" on 10 business owners posts that accepted your friend request
	Contact 1 networking event manager and ask to speak

Day 17 Contact Day

	Email/Message/Call 5-10 Business Owners from your list
	Email/Message/Call 1-3 networking event managers
	Post Curious Student or Educational Post
	Do a Live Video showcasing your skills
	Respond to any comments and follow up

Day 18 Research Day

	Add Groupon Advertisers to your prospect list
	Add Yelp Advertisers to your prospect list
	Add Google Businesses with No Pixel to your prospect list
	Add Local TV & Radio Advertisers to your prospect list
	Add Groupon Advertisers to your prospect list
	Research and Add 1 event manager to your networking event list

Day 19 Networking Day

	Friend Request 10 new business owners from your list
	Comment "non salesy" on 10 business fan pages
	Comment "non salesy" on 10 business owners posts that accepted your friend request
	Contact 1 networking event manager and ask to speak

Day 20 Promo Day

	Email/Message/Call 5-10 BusinessOwners from your list
	Email/Message/Call 1-3 networking event managers
	Post Curious Student or Educational Post
	Do a Live Video showcasing your skills
	Respond to any comments and follow up

Day 21 RestDay

	Eat some pie ☺
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Day 22 Research Day

	Add Groupon Advertisers to your prospect list
	Add Yelp Advertisers to your prospect list
	Add Google Businesseswith No Pixel to your prospect list
	Add Local TV& Radio Advertisers to your prospect list
	Add Groupon Advertisers to your prospect list
	Research and Add 1 event manager to your networking event list

Day 23 Networking Day

	Friend Request 10 new business owners from your list
	Comment "non salesy" on 10 business fan pages
	Comment "non salesy" on 10 business owners posts that accepted your friend request
	Contact 1 networking event manager and ask to speak

Day 24 Contact Day

	Email/Message/Call 5-10 BusinessOwners from your list
	Email/Message/Call 1-3 networking event managers
	Post Curious Student or Educational Post
	Do a Live Video showcasing your skills
	Respond to any comments and follow up

Day 25 Research Day

	Add Groupon Advertisers to your prospect list
	Add Yelp Advertisers to your prospect list
	Add Google Businesseswith No Pixel to your prospect list
	Add Local TV& Radio Advertisers to your prospect list
	Add Groupon Advertisers to your prospect list
	Research and Add 1 event manager to your networking event list

Day 26 Networking Day

	Friend Request 10 new business owners from your list
	Comment "non salesy" on 10 business fan pages
	Comment "non salesy" on 10 business owners posts that accepted your friend request
	Contact 1 networking event manager and ask to speak

Day 27 Promo Day

	Email/Message/Call 5-10 BusinessOwners from your list
	Email/Message/Call 1-3 networking event managers
	Post Curious Student or Educational Post
	Do a Live Video showcasing your skills
	Respond to any comments and follow up

Day 28 RestDay

	Eat some pie ☺
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Day 29 SelfReflection

	Ask yourself if you really checked all these off over the last 30 days, and if you didn't, don't complain you are still poor. It's your fault. If you DID check all these off... move on to Day 30...
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Day 30 Celebrate

	Have a drink and maybe even some Boom Boom. You are now richer than last month! ☺
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