

Who is your tribe?

in 30 days or less

Mari-Lyn Harris of Heart@work LLC 2023

"To create an impressive, meaningful, powerful experience is leaving a legacy by inspiring the human spirit."

Mari-lyn Harris 2020

*It starts with creating
a client profile*

Start with the next slide...

What qualities do I want my clients have?

what do they demonstrate?

Some samples:

What is their nature, disposition, temperament, temper, mentality, turn of mind, psychology, psyche, constitution, makeup, persona; attributes, features, qualities, properties, traits; essential quality, essence, sum and substance, individuality, identity, distinctiveness, uniqueness, spirit, ethics, feeling, humor,. integrity, honor, moral strength, backbone, toughness, resolve, will power, firmness of purpose; grit, guts, gutsiness, gumption;

Are they:

A giver, donor, contributor, donator, benefactor, benefactress, provider; supporter, backer, subsidizer, patron, sponsor, subscriber; philanthropist, well-wisher, helper; informal angel, fairy godmother; benefactrix, philanthrope, recipient



Characteristics: What makes them tic?

About their behaviors

Why do they get up out of bed, in the morning?

Who is the most important person in the world for them?

What do they want to achieve before leaving this world?

What do they really love about life?

Who are they?

What are their values?

What is their personality?

What matters to them?

What do they like to do?

Where do they hang out?

Do they do want they say they are going to do?

What do my clients expect me to deliver?

and offer

You are writing down only what, you want them to expect of you: (examples)

- Appointments - available between hours 9:00am - 7:00pm
- Referrals and introductions
- Coaching, workshops,
- Provide ethical and honest service
- To be in service, grow in ways to serve them well
- Empathic, compassionate listening, Webinars that helps them grow
- Clear invoicing and billing
- Courteous, friendly service
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What do I need to improve on?

what do your clients expect of you

- To return phone calls in a certain amount of time
- To have easy billing and payment terms
- That I need to improve on paying my invoices
- To have a website, where they can find answers to what are they looking for
- Treat them with courtesy, respect, kindness
- To treat them fairly, what does this look like for them
- Communicate with them more often, how do they want this delivered?
- To be a good community member.
- Provide more products, custom orders, marketing
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How are you being?

What do you need to change? Make a list of things to you to do and fix them.

Declaration

Declare what your statement is going say for the next 30 days.

What you are going to do, date it, for today's date.

This is your commitment to have the best sales/relationships in 30 days or less

Who is your tribe?
And why would they want to business with you?

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