OPTIMISATION



OF CLIENTS

AVERAGE DOLLARS PER SALE REPURCHASE FREQUENCY

TOTAL

1,000

X

\$ 100

X

2

\$ 200,000

Fill in the current numbers for your own business:

X



X

\$

=

=

Fill in the numbers that you project for your business after applying the Business Growth Formula:

X



X

= \$

PROFIT/LEVERAGE CONSOLIDATION



ACTIONS TO INCREASE NO. OF CLIENTS	x	ACTIONS TO INCREASE FREQUENCY OF SALES	x	ACTIONS TO INCREASE AMOUNT OF SALES	=	NET NET NET
STRATEGY %/	\$					
TOTAL (% / \$)		TOTAL (% / \$)		TOTAL (% / \$)		NET TOTAL (% / \$)
	x		x		=	