

LESSON 9

Create your own business opportunities whenever possible rather than relying solely on answering Requests for Proposals (RFPs) or #JobOpps.

Tip

Don't get overwhelmed at the thought of finding your own opportunities. Start with a simple strategy that feels comfortable to you.

Make note of where you currently search for clients (both online and offline). What have typically been your results?

Do this: Grab a business card from the next public bulletin board you see. Complete the fields below.

Business: _____
Owner: _____
Website: _____
Phone: () _____
Product/Service: _____
VA Services I can offer: _____

What to say (draft this on a separate sheet of paper):

Outreach date: _____
Outreach method (i.e. email, mail, social media): _____
Follow-up notes: _____

Results: _____

Do this: Take a pic of the next vehicle you see advertising a business on a **car magnet or professional wrap**. Complete the fields below.

Business: _____

Owner: _____

Website: _____

Phone: () _____

Product/Service: _____

VA Services I can offer: _____

What to say (draft this on a separate sheet of paper):

Outreach date: _____

Outreach method (i.e. email, mail, social media): _____

Follow-up notes: _____

Results: _____

Do this: Read an entire current issue of your **local newspaper**. Note any business and community news that could lead to potential client opportunities. Complete the fields below.

Business: _____

Owner: _____

Website: _____

Phone: () _____

Product/Service: _____

VA Services I can offer: _____

What to say (draft this on a separate sheet of paper):

Outreach date: _____

Outreach method (i.e. email, mail, social media): _____

Follow-up notes: _____

Results: _____

Watch your inbox for information from AskChela.com about the "Grow Your VA Business: Create Your Own Client Opportunities" workshop!