**15-Day Challenge**

***15-Day Challenge Day 1 Worksheet***

**What would you like to see happen with your social efforts that is not happening currently?**

* **1**
* **2**
* **3**

**How much revenue are you generating each month?**

**$**

**How much revenue would you like to generate each month to meet your life goals?**

**$**

**How many new deals do you need to close to reach this goal?**

**What’s do you feel is currently in your way to accomplishing these goals?**

* **1**
* **2**
* **3**

**What are the three best clients you have worked with? (put their company name and website)**

* **1**
* **2**
* **3**

**Who are the titles of decision makers in your target audience?**

**(Example: if it’s CEO, make sure to include relevant Presidents, VPs, CFOs, COOs, Directors, etc. Identify the 6-7 influencers *around* your buyer)**

* **1**
* **2**
* **3**
* **4**
* **5**
* **6**
* **7**

**What are the top three ways you currently ask or communicate to a new prospect to identify if they are interested or have a need for your product and service?**

**(Example: Hey prospect, are you experiencing XYZ? We help companies with XYZ, would you like to discuss support with this?)**

* **1**
* **2**
* **3**

**What are the top three questions and/or roadblocks your prospects express to you that your product or service solves for them?**

* **1**
* **2**
* **3**