



Make More MONEY Doing What You LOVE!

Quick Revenue Generating & Marketing Activities to Do Every Day in Your Small Business

By Katrina Sawa, The JumpStart Your Biz Coach

Here are some QUICK TIPS on activities you can do each day that will hardly take you any time at all if you do them! And they are more money-generating activities rather than the busy work you're probably wasting your time on - happy marketing!

1. Reach out and connect with 50 NEW people a day in Facebook or LinkedIn, send them a personal message to connect for a get-to-know-ya type call or JV connect call! (Using Kat's Profit From Social Media System templates)
2. Make 5-10 follow up phone calls to connect with people in your database, previous clients for referrals or upsells, prospects for new business or other people on your radar such as Facebook or Twitter friends, teleclass attendees, etc.
3. Email or call 3 people asking them if you can speak at one of their upcoming events or on their radio show, podcast or teleclass - include creative ideas so they email you back. (You want to try to speak at least 4 times a month somewhere, somehow)
4. Write a quick, 'how to' blog post or article for your blog, ezine and get it out there (4x/mo min).
5. Write an email newsletter or some sort of nurturing email to your list, making sure to get somewhat personal with what you're up to as well as giving good content. (Weekly is recommended but every other week minimum)
6. Connect via email, Facebook or phone with 2 potential joint venture partners or people each week who you could do an article or teleclass swap with you who have complimentary businesses to yours and a list. (The worst that can happen is they say no, just do it!)
7. Record a video tip about your expertise or something you teach in your business along with a call to action and get it up on YouTube, linking it out to your social sites and blog too. Ideally you want to do one a week but work up to this if you can. (Stop resisting this, you look fine!)
8. Add video introductions, tutorials and sales videos to your website and blog for more in depth interaction and engagement with your visitors. (Make it easy for them to buy!)
9. Create a new freebie or free gift/eBook/report/audio/video series that will be of interest to your target audience and start promoting it for list building. (Make sure you have an opt in!)



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10. Host your own free webinar or teleclass once a month for list building (it's FREE!).
11. Get to an in person networking event or conference at least 4 times a month (or more).
12. Follow up from all events you attend in person, blocking time on your calendar the day following the event so you don't forget. (Via email, phone, mail and social connecting)
13. Repurpose one of your blog posts, ezine articles or transcribe a video and use the content in all 3 places including social media, & create images with pull-out phrases!
14. Go after a minimum of one way to get free publicity every week or do this monthly and find or contact 4-6 places for getting exposure; TV station, radio show, print publication, blog featured expert, etc. You CAN DO this!
15. Write 5 note cards out each week and send to friends, peers, JV partners, clients, prospects or people who could book you as a speaker. (Yes, in the US mail!)
16. Send something of value and sales to your entire mailing database at least a couple times a year if not more. Plan ahead using your marketing calendar for best timely mailings and launches. (Yes, in the US mail and to your WHOLE LIST!)

YOUR ACTION STEPS:

**"Do you want to kick your business into high gear?
Do you need to know HOW to do all this stuff each
month or how to PRIORITIZE & SYSTEMATIZE it?"**



Katrina Sawa works with highly motivated entrepreneurs that want to maximize & fast-track your business using relationship marketing strategies online & offline to get more clients & referrals NOW. Plus she kicks you in the butt to get it all done!

Go to www.AskKat.biz to schedule a complimentary jumpstart your business strategy session Katrina Sawa RIGHT NOW!

**Or Find out how to attend her next 3-day seminar at
www.LiveBigEvents.com!**

"When Katrina promises to deliver, she OVER delivers! In her Jumpstart Your Biz program, I received more resources and help from her than I've ever gotten from any other coach, course, or seminar in my life! I earned more money this September than in any month in the past 9 years! – Linda Allred, THE Bad Habit Breaker/Certified Hypnotist, www.LindaAllred.com