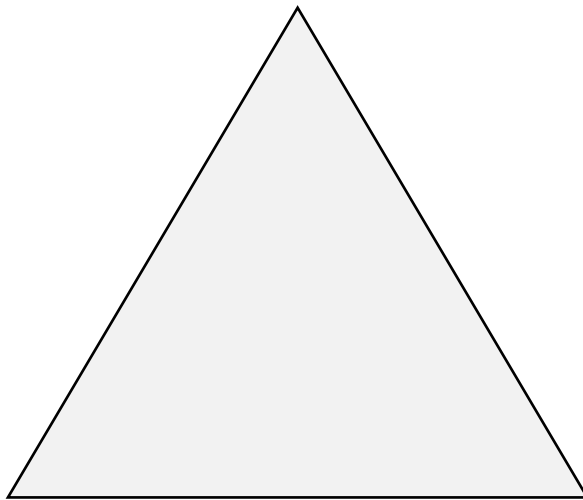


**Worksheet For Online Training**

**The Profitable Practice Gameplan: How To Plan 2018 To Get More Clients And Increase Profits Without Working More Hours**

1. The 3 Limiting Factors that could be holding my practice back from getting more clients and increasing profits or keeping me working too many hours:



Most Significant Limiting Factor + Impact



**Michelle Peters, The Business Instructor**

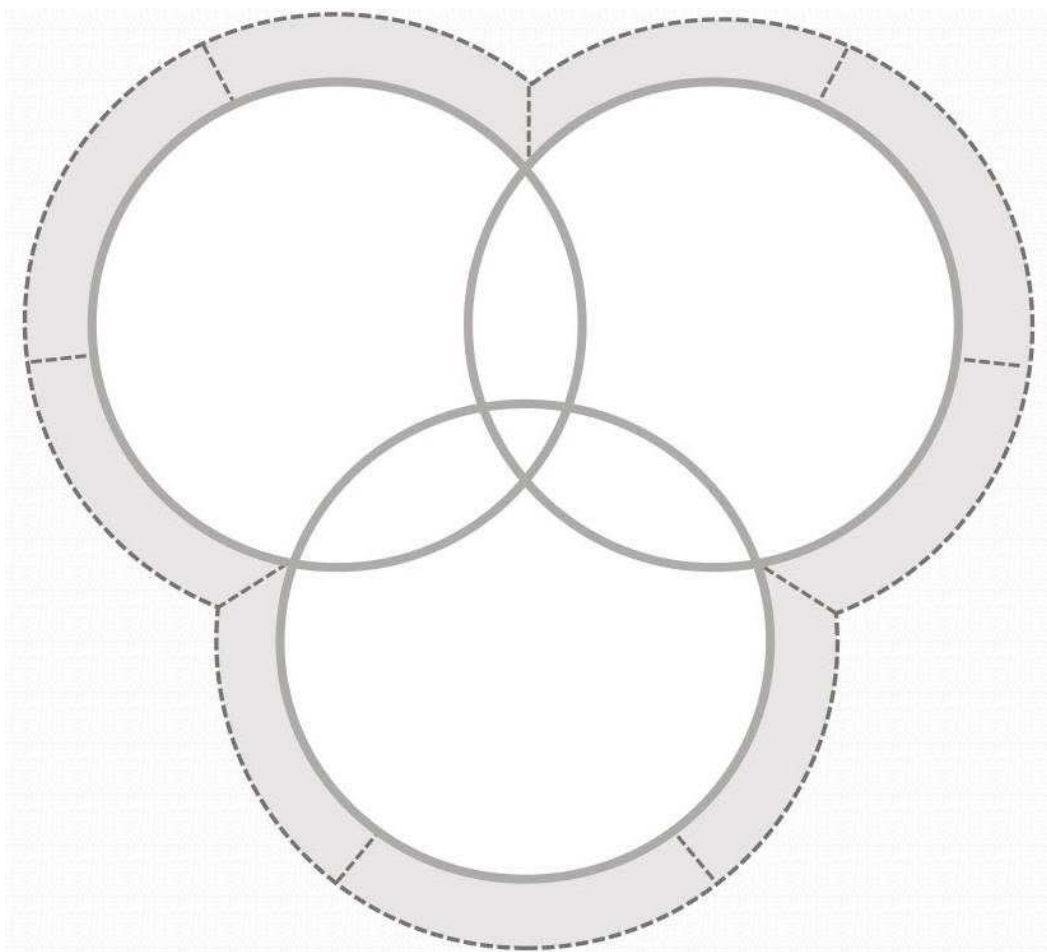
M: 07738 974 035 T: 020 7275 7471

E: [michelle@thebusinessinstructor.com](mailto:michelle@thebusinessinstructor.com) W: [www.thebusinessinstructor.com](http://www.thebusinessinstructor.com)

## Worksheet For Online Training

### The Profitable Practice Gameplan: How To Plan 2018 To Get More Clients And Increase Profits Without Working More Hours

2. The 3 Essential Elements of a Profitable Practice which will overcome these limiting factors:



**Michelle Peters, The Business Instructor**

M: 07738 974 035 T: 020 7275 7471

E: [michelle@thebusinessinstructor.com](mailto:michelle@thebusinessinstructor.com) W: [www.thebusinessinstructor.com](http://www.thebusinessinstructor.com)

**Worksheet For Online Training**

**The Profitable Practice Gameplan: How To Plan 2018 To Get More Clients And Increase Profits Without Working More Hours**

3. Using the Traffic Light Accelerator Tool, I would rate the three 3 Elements of my Practice as follows:



4. The Secret to a Successful Gameplan is:

S \_\_\_\_\_

E \_\_\_\_\_

C \_\_\_\_\_

R \_\_\_\_\_

E \_\_\_\_\_

T \_\_\_\_\_



**Michelle Peters, The Business Instructor**

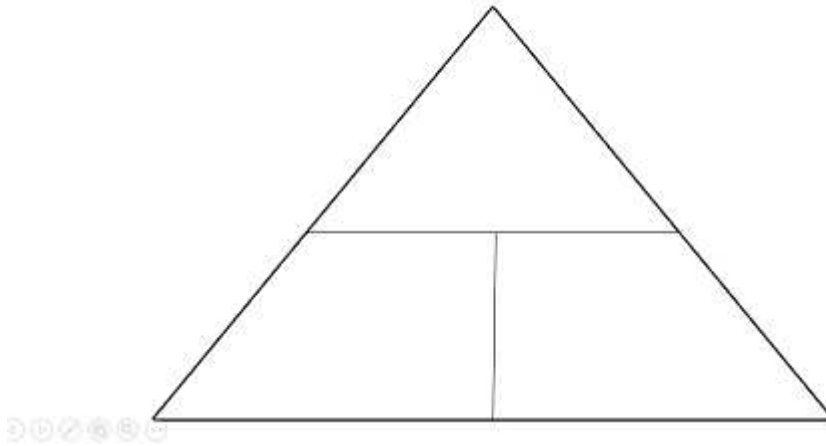
M: 07738 974 035 T: 020 7275 7471

E: michelle@thebusinessinstructor.com W: www.thebusinessinstructor.com

Worksheet For Online Training

**The Profitable Practice Gameplan: How To Plan 2018 To Get More Clients And Increase Profits Without Working More Hours**

5. The Building Blocks of a Successful Profitable Practice Gameplan are:



6. The 3 Steps to Creating a Profitable Practice Gameplan are:

1. Set the right G\_\_\_\_\_ (which means they should be A\_\_\_\_\_, R\_\_\_\_\_ and S\_\_\_\_\_)

2. Identify my C\_\_\_\_\_

BUT I need to get the right D\_\_\_\_\_

3. Identify the S\_\_\_\_\_

BUT I need the right P\_\_\_\_\_



**Michelle Peters, The Business Instructor**

M: 07738 974 035 T: 020 7275 7471

E: michelle@thebusinessinstructor.com W: www.thebusinessinstructor.com

**Worksheet For Online Training**

**The Profitable Practice Gameplan: How To Plan 2018 To Get More Clients And Increase Profits Without Working More Hours**

7. The resources I need for my Gameplan are: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

8. Next Steps

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_



**Michelle Peters, The Business Instructor**

M: 07738 974 035 T: 020 7275 7471

E: [michelle@thebusinessinstructor.com](mailto:michelle@thebusinessinstructor.com) W: [www.thebusinessinstructor.com](http://www.thebusinessinstructor.com)

**Worksheet For Online Training**

**The Profitable Practice Gameplan: How To Plan 2018 To Get More Clients And Increase Profits Without Working More Hours**

NOTES



**Michelle Peters, The Business Instructor**

M: 07738 974 035 T: 020 7275 7471

E: [michelle@thebusinessinstructor.com](mailto:michelle@thebusinessinstructor.com) W: [www.thebusinessinstructor.com](http://www.thebusinessinstructor.com)