

10 Easy Steps to Succeed in a Home Based Business

By Sue Sanders

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Sue Sanders
sasnutrition@aol.com

momofcommerce.com <http://www.momofcommerce.com>

Need help getting your Home Based Business on track? Are you feeling that you got lost along the way, and can't find your way back? I've been there. Here are 10 Steps to Success in starting or restarting your Home Based Business.

1. What is your WHY for doing this business? Write it down, speak it out loud to yourself, and remind yourself of it EVERYDAY.
2. What are your goals and dreams, personal and financial, and how soon do you want to achieve them? Write them down, first personal, then financial. Put them up on your refrigerator, or somewhere you will see them everyday. Adjust them as needed along the way to success.
3. Create a 90 day chart for your 90 DAY PLAN of action, with your forms of advertisement, whether talking to people, putting out flyers, ads, etc. How many people do you plan to talk to a day (I suggest at least 5-10/day), how many flyers, ads, etc. per day; write it down for each day on your 90 DAY PLAN. Also, write down your financial goal for these 90 days.
4. In a daily planner, plan your day in 15 minute increments for each day, including your advertising in the days as plotted on your 90 DAY PLAN. Do not deviate from your plan unless in an emergency situation. You are YOUR OWN BOSS, so treat yourself as your own employee. DO THE JOB AS YOU WOULD FOR SOMEONE ELSE, only better.
5. Each day on your 90 DAY PLAN chart, jot down your progress (how many people you actually talked to, ads & flyers put out, etc), and how many people responded, how many were contacted, how many & how much sales per each form of advertisement?
6. At the end of your 90 DAY PLAN, divide how many sales were made by the number of each form of advertising done. Now, did you meet your quota set for your advertising and financial goals? If not, begin a new 90 DAY PLAN of action, increasing each form of advertising .
EXAMPLE: Goal \$1000.00 profit, for 100 flyers put out, \$50.00 received; need to increase number of flyers to 2000 to reach the goal of \$1000.00. ($\$1000 \div \$50.00 = 20 \times 100 = 2000$)
7. By using the 90 DAY PLAN and the formula given above, and making adjustments as indicated for the 2nd 90 DAY PLAN, YOU CAN PROJECT WHEN YOU'LL REACH YOUR GOALS, providing you do not deviate from your 90 DAY PLAN, and your daily planner.

8. Now that you have that down, ALWAYS, follow-up with your customers. INITIAL FOLLOW-UP should be within 24 hours to prevent loss of leads.

9. DUPLICATE, DUPLICATE, DUPLICATE. Are you involved in a COMMISSIONS OR RESIDUAL INCOME business. If you are, DUPLICATE YOURSELF by showing others how to build their business & obtain their dreams. This is very important for stable growth & maintenance of your business.

10. If you're not involved in a commissions or residual income business, WHY NOT? There are many, many such opportunities available with FREE sign-up. The Internet is full of them, and they can offer a steady, multi-stream income.

RESOURCES FOR HOME BUSINESS TIPS, NEWSLETTER & SETUP:

<http://www.momofcommerce.com>

<http://www.mintteam.com/cgi-bin/ref.cgi/28337/>

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