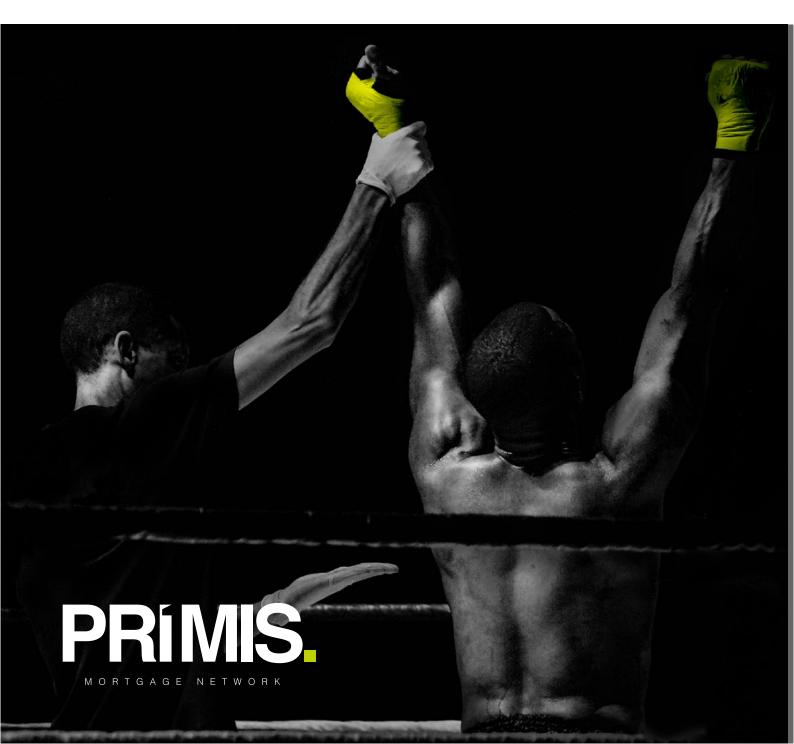
## SECRETS OF SUCCESS.



## **KEEP A DAILY FOCUS.**

- Measure your progress against your targets daily. This way you don't get a negative surprise at the end of the month. You can do something about it and be proactive!
- SURROUND YOURSELF WITH BRIGHT PEOPLE.

  Make sure you are around people who challenge you intellectually.
- DATA IS CURRENCY.

  It will help you manage your client bank effectively and efficiently. Cleanse it and protect it, making sure it is compliant.
- KNOW YOUR CLIENTS.

  Know who they are, their family, when you last saw them, if they have life-changing events happening.

## ASK FOR REVIEWS.

- Client feedback is like gold dust. It builds credibility and trust for your business. Get permission from clients to share their reviews, highlight your successes!
- INVEST IN YOUR WEBSITE.

  It's your shop window for your clients to peer into. Make sure it's branded, professional and makes it easy for clients to contact you.
- CONSISTENCY IS KEY.

  If you have business accounts on social media, make sure you're posting every week.
- Bullet Streamline Stre
- MAP OUT YOUR TOUCHPOINTS.

  Make sure that whenever you interact with clients that you're on brand and processes are easy for your clients.
- RECOGNISE AND REWARD SUCCESS.

  Whether it's a good client review or completing a complex case, make sure you celebrate your successes!





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