

SOLUTIONS BASECAMP

EXERCISE 9 | Now Is The Best Time...

There is always a right time!

Do a '**Thinking Time**' session!

Focus on...

- What resource/tool/approach would now, be the best to introduce into my business?
- What change could I make now, that would have a huge benefit to my business in the future?
- What product or service would now be a great time to offer?
- What have I been wanting to do/implement/learn/change, but have never got around to?
- When I look forward over the next 3 months, what can I do differently now, to make more room for the things I should do more of?
- What 5 things, if implemented now, would double my revenue/customer base for the year?
- What questions can I ask my customers now, to get a better insight into them and what they really want from me? How can I ask them now?
- What skills or knowledge could I acquire now, that will help transform my business?

You get the idea...now keep going with your questions!

Reminder on how to do a Thinking Time session:

- Decide on a specific question or questions you want to think about
- Eliminate all distractions
- Clear 60 minutes – aim for max 40-45 minutes of thinking
- Use the last 15-20 minutes to read over what you've written and capture the *best* idea/actions
- Write the question at the top of your page and a bullet / dot under it
- Write down your thoughts/ideas/answers against the bullets
- When you write down a thought/idea/answer, immediately do another dot underneath (it creates a 'what else?' feel...you will want to fill in the blank!)
- Don't judge or filter your answers/thoughts...just get everything out!
- Let one idea lead to another
- If you begin to dry up, ask the question again or ask it in alternative ways
"what would xxxx do?", "what would my competition do?", "what could I do to make the situation worse?"
- Capture your ideas and actions while they're fresh
- Turn them into a plan
- Get the actions on your calendar