

# MILLION DOLLAR WOMEN **ACCELERATOR**

## **Money**

### Main Takeaways

1. Get your arms around your finances
2. Look at a financial report every two weeks
3. Commit to increasing revenues

## **Homework**

- Explore ways to make more
- Productize your services
- Cultivate a money mindset
- Track KPIs

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## ACCELERATOR

### Exercise | Make More Money

Which of the three tactics you can use to make more money are you going to focus on this month? Check the box below.

Increase prices

Lower your cost of delivering products or services

Niche down

**Brainstorm 2-3 ways you are going to tackle this**

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## **Exercise | Productizing Your Services**

What are your top three most popular services? What could you do to turn one of them into a product? What would you name the product?

*If you get stuck, bring your questions to Business Breakthrough*

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## **Exercise | Money Mindset**

Create your money mantra. To do this, ask yourself, "What are some of my limiting beliefs about money?" Your mantra should affirm the positive opposite of these.

What's one thing you can commit to doing to improve your money mindset?

*Note: bring your questions to Business Breakthrough or book a session with a Mentor*

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## Business Tool | Bi-Weekly Reporting

We recommend meeting with your accountant or bookkeeper to review this document two times per month.

[Click here to access a Sample Financial Report as a Google Sheet \(you will be prompted to make a copy\)](#)

Sample Financial Report					
<b>Great Company</b>					
<b>Net Cash Forecast</b>					
1/2/23-1/16/23					
<b>Cash at beginning of period</b>	<b>\$25,000</b>	From bank balance after reconciliation			
New Payables (you owe)	-\$4,128				
New Receivables (you are owed)	\$8,000	2 New Clients @ \$4,000			
Other Cash out	-\$3,000	web designer			
Other Cash in	\$5,000	Payment coming in this week			
<b>Net Cash for period</b>	<b>\$45,128</b>				

Looking for the Projections Calculator? Return to the link in your Strategy Workbook.

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### Exercise | Tracking KPIs

What KPIs are you tracking? Pick three KPIs that are drivers in your business.

- 1.
- 2.
- 3.

What changes can you make in your business to increase your margins? Brainstorm ideas here.

Need help with calculating your margins? Set up a call with one of our financial mentors.

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## Money Takeaways

## Notes