Making The Journey from Agency To Business

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#CodeFail

\<p/>Can't-Code-But-Still-**Smashing**-It-With-WordPress\</p>/

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WEBSITE SHOP

#TheHeroIsNotAlone

(neither the entrepreneur)

"Looking For Someone? Found Someone You Have" - Yoda

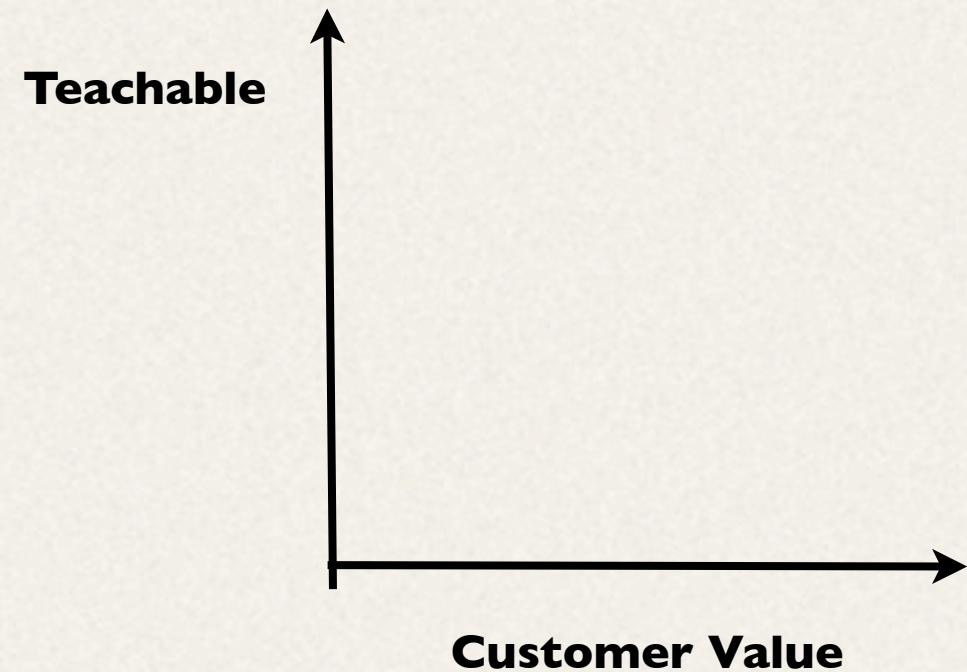**iGoMoon**

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#Specialize or as we say #standardRaket

Finding Your Sweet Spot

Teachable

Customer Value

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#CustomerSegment

Understand Your Customer

No Customer More Than 15%

1, Vad?
2, När?
3, Hjälp!

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#GuardYourShit

Learn To Say **No**

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#Build A Process And Teams

Own The Processe(s)

Sales --> Production --> Support --> Tech Dev

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#TeachableProcess

"Dude! - Don't Be The One, Duplicate You Must"
#Yoda2014

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#Ca$hFLooow

Avoid Cash Suck - Charge Upfront You Must

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#SalesPipeline

A Referral Is Your Sweet Spot In Action **NOT** Your Grind..

Get Out Of The Building and **SELL**

A **Sales Team** Hauling Products **NOT**

Services

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#Let'sGetDownTo Business

Clients Become Customers And the Agency Becomes a BUSINESS

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