

99+ Lead Gen Engines Workbook



LAUNCH
GROW
HARVEST

1. Describe why you do what you do. What is your BIG why?

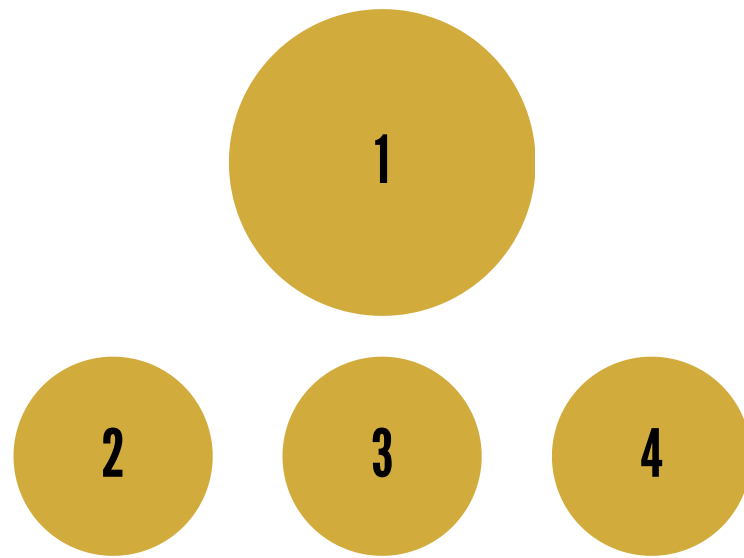
2. Where does your business currently come from?

3. Describe the current lead gen engines you are working on

4. Describe the best part of your lead gen system

5. Describe the worst part of your lead gen system

THE PERFECT BUSINESS



1.

2.

3.

4.

6. What could your lead gen engines be in the future?

SO WHAT LEAD GEN ENGINES SHOULD YOU GROW?

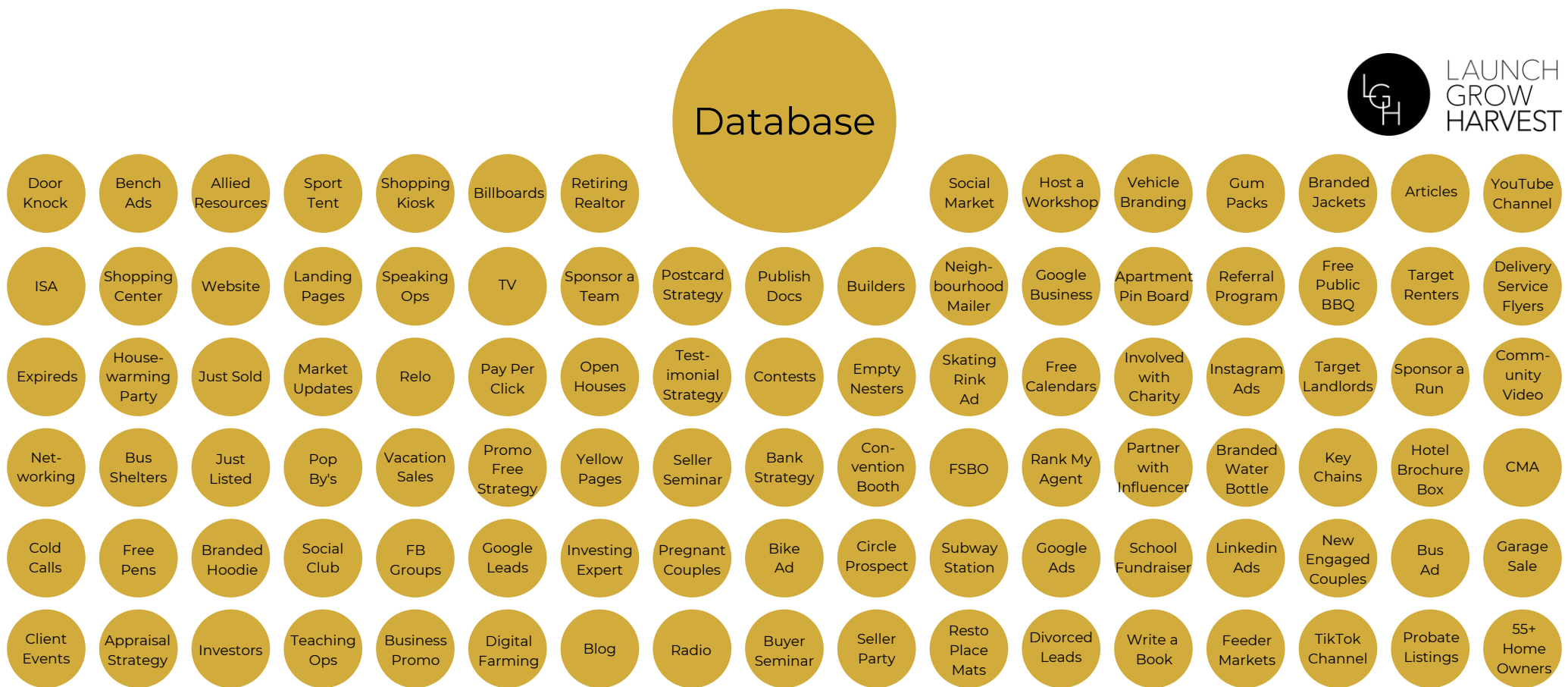
FIGURE OUT STUFF VS ENERGY

STUFF	ENERGY
<ul style="list-style-type: none">✗✗✗ <ul style="list-style-type: none">• Paperwork• Deliveries• Opening doors• Fluff conversation• Wasted time• Unmotivated clients	<ul style="list-style-type: none">✓✓✓ <ul style="list-style-type: none">• People who listen to me• Love negotiating• Love referrals• Like working with investors• Like working with estates• Boundaries• Breaks• People who like me• Close deals• Motivated client

STUFF → ENERGY → TRANSFER

99+ LEAD GEN ENGINES

THE OPPORTUNITY IS GREAT!



NOT ALL LEAD ENGINES ARE EQUAL



8. What are you willing to change in your lead generation systems? Who does it? By when?

Item to Change	How? Who?	Target Date

9. How will you stay accountable?

10. Who will help you stay accountable?

11. What will you change in your schedule to make it stronger?

13. Any other AHA's you want to remember?

Thank you for joining me!

**Please email me a testimonial and some feedback at
roland@kymbuna.com**



My 90-DAY HABIT BUILDER

Successfully build a habit. Failure is part of the process, but you need to minimize it to less than 15% of the time by succeeding at least 90 out of 100 days.

HABIT is: _____

In which area of your Life?

(circle one)

Personal
Life

My Job

My
Relationships

My
Business

My
Finances

My
Health

1 ★ Start Day	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60
61	62	63	64	65	66	67	68	69	70
71	72	73	74	75	76	77	78	79	80
81	82	83	84	85	86	87	88	89	90
91	92	93	94	95	96	97	98	99	100 ★ You did it!