

## Getting More From What You Have

Getting your first few customers can be an exciting time. But to get to whatever your dream may be, you realize that you need to get more.

Here are 3 ways to do this;

1. Sell more to your existing customers.

Do your existing customers have more needs that you could fill? Do your existing customers realize that they should be using your product or service more often? Show them how, why, and maybe give volume discounts to encourage this behaviour.

2. Get more customers.

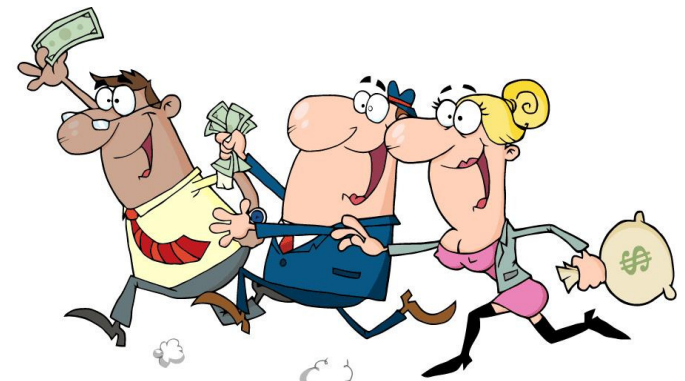
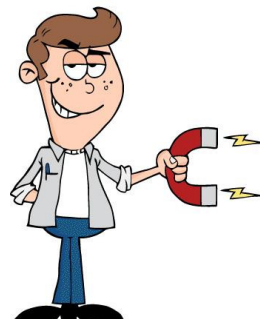
Make sure that your customers are happy and you will have more. They will refer business to you which can be hugely valuable as you never know who they will know.

3. Sales & marketing.

Keep time available for ongoing sales & marketing to keep your growth going!

### Business Solver Modules:

- ❖ Likeability
- ❖ Who Is Your Target Market?
- ❖ Full Offering



TIP: Selling More To Your Existing Customers is Easier Than Finding New Ones.

Business solutions at your fingertips

Starting a small business isn't easy but with business solutions right at your fingertips, you don't have to worry about missing any steps.

