

30 Day Plan to Build a Real, Profitable Business By Developing Positive Habits One Day at a Time

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It's time to transform yourself from a newbie to a successful businessperson. You'll get your start over the next 30 days as you work on developing profitable work habits.

You're going to pick and choose from the habits I've listed here that are most important to you. You're going to figure out what will be most profitable for you. This is all about you and what works for you. Just because it's written here doesn't mean it's the right path. It's written here to give you a sampling of positive, powerful habits that very successful people have.

So, choose your business model, develop your plan, and follow through. These habits will help you get to where you want to go.

But just because I'm listing different action steps for each of the next 30 days doesn't mean that you have to do each one, or that you have to do each one on the day written below.

The purpose of separating each step by day is so that you can focus on one different habit each day. Of course remember that these steps have to be repeated over and over again before they become ingrained habits, so for example, when I say on day 1 to create your plan, it doesn't mean that you won't be planning on day 2 or day 17 or day 30, because you will.

I hope that's clear, so without further ado, here's what you I suggest you do during the next 30 days...

Day 1 – Create Your Plan

Today's the day to create your plan. Planning ahead is one of the most important success habits you can have. If you don't know what you're doing, then you can't be successful. If you know what you're doing and you have a solid idea that your plan can lead to profits, then you're already a step ahead of the game.

Day 2 – Outline Your Action Steps

This goes along with outlining your plan. You also have to know what you'll be doing every day. What are your action steps? What are the big projects you have to complete to see success with your business model as well as the small ones? You might be raring to get started, but planning ahead is the most important thing for right now. If you want to be successful, then you need to outline your action steps and follow through with them.

Day 3 – Eliminate Distractions from Your Workspace

Distractions can take you away from your purpose. Distractions also take you away from your positive habits because you can't focus enough to keep up with them. You can't get anything done. Distractions take away from your mindset. It puts you in a bad place.

You might have external distractions. Make sure you're working in a place where you're comfortable and where you can get a lot done. This might mean a clear desk, comfortable sofa, or whatever.

Make sure your friends and family members know when your work hours are and that you have solid goals you're not going to waver from.

Turn off social media, email, notifications, dings, and things of that nature.

Also, make sure you focus on your goals. Your internal distractions can be as derailing as your external distractions. Focus on your goals and get excited and motivated. Get into the right mindset so you're not distracted.

Day 4 – Visualize for Distraction Free Work

One of the best habits you can develop is to visualize your success every day. You can take a look at your to-do list and see yourself successfully blazing through that to-do list. See yourself being happy with your work.

Sports stars, celebrities, politicians, and other very successful people visualize their success every day. Doing so makes it more real in your mind. It makes it more possible in your mind when you visualize.

Day 5 – Explain the Importance of What You're Doing to Your Family

Your family may or may not be onboard with you starting your own business. That doesn't matter. They will be onboard as soon as they see the money start coming in.

Explain what you're doing and what your work hours are. Explain that those hours are nonnegotiable for now. If they see that this is very important to you, then they should support you.

Day 6 – Very Clearly and Specifically Outline Your Goals

Your goals are what are going to carry you through. You should write your goals down. Make sure you know what they are very specifically. The more specific they are, the better. You can have long-term and short-term goals. Be clear, write them down, and revisit them often.

Day 7 – Do Your Most Important Task First

It's easy to get distracted every day. It's easy to find yourself several hours into the workday without having gotten anything done.

Boost your chances of success and completely eliminate this problem by doing your most important task first thing in the morning. Don't allow yourself to check email or social media or do anything else that will take you off track. Do this one thing first and that will set you up for success for the rest of the day. It's easier to be productive when you've already been productive. It will make you happy to be productive – being productive is catching!

Day 8 – Eliminate Time Wasting Tasks

As you get started working, you should know what is and isn't working for you. There are some things you're doing that are wasting time. There are some things you're doing that aren't working.

You have to be aware of everything that's going on in your business – both good and bad. If something is wasting your time and isn't profitable, then you have to be okay with letting go. In some cases this might mean outsourcing the task and in other cases this might mean eliminating the task altogether.

Day 9 – Work Solidly for an Hour First Thing in the Morning

Again, this is all about getting an important task done first thing in the morning. If you work right away solidly for an hour, you'll start your day off right. It doesn't matter what you do for the rest of the day, you know you've at least gotten that one very important, very focused work hour in. This is a fantastic habit to develop. In the end, it can help you work fewer hours and earn more.

I use a software tool, Action Enforcer, to help me keep focused. It's a time boxing application that makes it easy to know at a glance what I still need to accomplish during my day, and how much time I have left to do so.

Day 10 – Allow Yourself to Let Go and Don't Demand Perfection

Sometimes, you have to let things go. Things are not always going to be perfect. In fact, nothing is perfect.

If you try to make things perfect and stew over the fact that they're not, then you'll never release anything. You'll never get anything done. That dramatically cuts into your profits. You won't be helping anyone – not your customers and not yourself. Be ready to let things go and get things to market even if they're not perfect. Perfection leads to procrastination. Perfection kills your profits.

Help people, make them happy, and maintain quality—perfection doesn't exist.

Day 11 – Break Your Tasks down

Some of the things you have to do for your business seem large and daunting. They seem so daunting that you don't know the first thing about tackling them. How are you going to complete something that's going to take you weeks or months? How do you even get started?

The answer is that you break your tasks down. Break everything you do down into very easily manageable tasks. Maybe you can break it down so much that you have every single hour of the project planned out. You can work on something for an hour at a time, right? That makes it so much less intimidating.

When you break things down, you can get things done. This is a fantastic habit that can lead to more success.

Day 12 – Figure out What's Worth More of Your Time, and Focus on Those Things

You've figured out the time wasters, so figure out what's worth more of your time. There are certain things in your business that you really enjoy and are more profitable. These are definite winners for your business.

Focus your time and attention on those things. Do more of those things – especially if they are leading to more profits.

Day 13 – Join a Mastermind

There's something to be said for joining a group of like-minded people. Your friends and family may not understand what you're doing, but others who are of a similar mindset and have a similar strategy as you will understand.

Hang around those who are like you in your entrepreneurial mindset and you won't feel like you're alone.

When you join a group mastermind, you can talk about your ups and downs. You can gather more profitable ideas for your business. You can tell people what's working for you and they can share what's working for them. A rising tide raises all boats.

Day 14 – Get an Accountability Partner

Along those same lines, you might get yourself an accountability partner. Sometimes, it's hard to stay on task. It's hard even if you're really planning ahead and focusing on your goals. We're only human – we're meant to avoid pain and seek pleasure. Working right now might not be pleasurable so you avoid it. You start out really excited in the beginning but that quickly falls by the wayside.

But, when you know you have to answer to an accountability partner, then you might get a lot more done. They can help you stay on track. Find someone who thinks like you and who's on a similar path.

Day 15 – Give Yourself Breaks

No one can work effectively without stopping for air. If you're working day and night, then you're draining yourself of mental and physical energy. You aren't as effective and productive, even if you think you are.

You have to give yourself breaks. It's important to give yourself breaks throughout the workday and to separate your work time from your home time.

You might work for an hour and take a break for five or ten minutes in between, with a larger lunch break or something like that in the middle. Figure out what works for you. Just give yourself breaks so you can recharge and return to work refreshed and more productive than ever before.

Day 16 – Reward Yourself for a Job Well Done

It's easy to think that you don't deserve a reward until you're really successful. But you'll be a lot more motivated if you reward yourself along the way for a job well done.

Maybe you can devise some sort of reward for finishing a project, for example. Maybe you can reward yourself with something special like a dinner out once you receive the first amount of money from your business.

It's important that you reward yourself not only for monetary success but also for your efforts. You're putting a lot of hard work in and that deserves some recognition.

You should also include your spouse or significant other in your reward, because their support is crucial to your success, and allowing them to share in the reward will go a long ways to make that happen.

Day 17 – Separate Your Life and Your Work

It's easy to let your work life bleed into your home life. Maybe you're getting phone calls at home for your business, you're constantly checking your business email, you're checking your phone for Facebook or Skype messages, or you're working late into the night.

Take a look at the way you're structuring your day. If your work life and your home life are not separated at all, you're probably going to be very worn out, very soon. Instead, separate the two for your own sanity and productivity.

Day 18 – Reach out to Potential Partners and Those Who Are a Step Ahead of You

If you want to become more successful more quickly, even as someone who is brand-new to this, then reach out to those who are already successful. Reach out to those who already have a list and a presence in your niche.

There's no reason to slowly climb your way to the top when you can leverage the assets of others. If you don't think you have something to bring to the table to offer to these potential partners, you're wrong. You have your talents, skill, and drive.

You might be able to partner up on certain projects, products, and more with these already-successful people. Brainstorm what you think you can bring to the table for these already established businesses.

If what you come up with will be lucrative for the people you ask, they are likely to say yes. This can be a faster way for you to get recognition yourself, a faster way for you to build your list, and a faster way for you to start earning money.

Make it a habit of yours to reach out to potential partners, affiliates, and more on a regular basis. Reach out to those who have what you want and think about what you can offer them so they will want to work with you.

Day 19 – Work on Building Your List Every Day

I can't stress enough how important it is for you to build your list, even if you're new. Some people hesitate to start building their list until they're a little more established. Waiting is definitely a mistake.

Start building your list from day one and it will pay off for you for years to come. Every day, you should spend some time on list building activities, whether it's creating a squeeze page, setting up an opt-in form, creating a freebie to give away to potential subscribers, writing autoresponder copy, or setting up broadcast emails.

With everything you do and everything you sell in your business, you should be building your list. Your list is your insurance for success.

Day 20 – Develop Your Online Presence

It doesn't matter whether your business is mainly offline or not, it is important to develop your online presence. Maybe you're new, and if so you probably don't have much of a presence at all.

Make it a habit to spend some time every day developing your presence online. This is how you're going to attract an audience and become known in your niche even if you don't have an audience to speak of at all yet.

This means becoming known on social media, forums, your blog, and so on. Offer to write guest posts for people. Create a relevant Facebook group. Do what you can to get your name and brand out there and to help other people. If you focus on helping others and making it known that you're an authority and that you have great products or a service that can help people, it will be so much easier for you to be successful.

Day 21 – Drive Traffic Every Day

You might think that traffic is in short supply, especially because you're just starting out. But it's not. The traffic is out there-- you just have to find a way to stand in front of it.

Every day, you should make it a habit to drive traffic to your squeeze page, blog, products, offers, and more.

You can use paid traffic or free traffic. You can use social media, forums, blogs, article marketing, podcasting, video, and more to drive traffic. Work on this every day and it will build up so you can have a great traffic funnel that helps you gain more recognition and earn more.

Day 22 – Develop Content Every Day

If you want to quickly get your name out there and establish yourself as an authority, then it's important to develop a lot of content.

It doesn't matter if you're a writer or not – content doesn't necessarily mean written content only. It can mean audio and video content as well. Your content will help people. It will help people with whatever their problem is and it will help people learn who you are and what you have to offer.

Write blog posts, articles, guest posts, forum posts, social media posts, reports, ebooks, Kindle books, and whatever you can think of that will help you gain recognition and make more sales.

You can turn your written content into other formats, such as podcasts and Youtube videos, or you can turn your audio and video content into written content by having it transcribed.

Day 23 – Always Have a Launch Plan at the Ready

How many products and buy buttons do you have out there? Ideally, you won't release just one thing. You'll always have new ideas for projects you're going to complete.

Don't rest on your laurels after you release just one thing. What are you going to do next? Always have a plan for how you're going to get more customers, make more sales, and expand your presence in your niche.

Day 24 – Follow through Even If It Seems Too Tough

When you're new, everything seems a little bit harder. You don't know if you'll be one of the ones who's able to be successful or not. You know it's possible that you'll be successful, but the future is fuzzy.

Often, people give up right before when they would have been successful. Don't let that happen to you. Follow through until you definitely are successful. If you have a solid plan of action for your business, then push through, no matter what.

Day 25 – Keep Learning

Never stop learning! Right now, you're pretty new to your business so it might feel like you're just learning, learning, learning all the time. At some point, you do have to take action.

But, I do urge you to continue learning. Set aside a little bit of time every business day to learn something new. Learn things that will help make your job easier every day. Learn new ways of doing things that will be more profitable. Follow the success stories of others and implement their ideas and strategies. If you do this over time, you'll have an efficient, profitable business that serves you well.

Day 26 – Realize That You Won't Be a Newbie for Long

Once again, it can feel really hard to keep on going when you're brand-new to business. But, you won't be a newbie for long. In fact, if you follow these positive success habits over the next 30 days, you probably won't feel like a newbie at all at the end of it.

You'll feel powerful in business. You'll feel like your success is inevitable. That's a fantastic feeling and it can lead to even more success for you.

Day 27 – Plan for Your Success to Be Inevitable

People who have a success mindset know that their success is inevitable. This is the same kind of mindset you should develop too.

Know that you will succeed. If you follow the path of success and work hard, then this will all happen for you.

Day 28 – Review Your Poor Habits and Work to Replace Those Habits

Every once in a while, you should review your poor work habits and poor mindset habits and work to replace those habits.

Over these 30 days, you're working really hard to improve your habits. Make it a habit to consistently evaluate your progress. There's always room to improve, do better, become more effective, and become even more profitable.

Day 29 – Develop Systems for Your Most Common Tasks

Developing systems is one of the best habits you can develop. There are things you frequently do for your business. It makes sense for you to create checklists and systems that will help you complete your tasks even more quickly.

If there's something you do every day or on some sort of regular basis, you shouldn't have to think about what the next steps are. Develop systems so you can easily breeze through the task and move on to something else. You can do this even when you're new. If you're following a business model or a product plan of someone else, then develop a checklist based on their system.

Day 30 – Create or Extend Your Plan and Work to Develop Positive Habits over the Next 30 Days

Figure out what you're going to be doing over the next 30 days. Now you have a solid idea of which habits you should adopt and how you are going to successfully start your business over the next 30 days.

Don't stop here. Plan for your own success and achieve for the next 30 days and beyond.



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