

## Cash Cows, Quick and Easy Money Makers

1. Low Tech Sphere of Influence –  
Your phone is sitting on your desk right now. How many past clients could you contact in the next hour? Personal contact is the cheapest most effective form of advertising.
2. Stop / Knock / Talk
3. Person to Person 20 business cards handed out personally per day.
4. Start with Gaining - How can I help you, my prospect, build your business?" The return will be a mountain of referrals
5. All power is local -Who do you need to meet to tap into or become a part of the local power center?
6. Repeat Success – Who moves a lot of real estate in your community?  
Examples: builders, investors, attorneys, real estate professionals. Introduce yourself and ask for their business.
7. Mailings, both e-mail and regular mail: mailings keep you top of mind for people you are targeting. Keep those newsletters and greetings coming to your contact list, your Spheres of Influence.
8. Just Show Up – “By just showing up you can beat 95% of your competition” – the true meaning is any plan will work – if you work the plan. Find a system and work it!
9. The Secret to Success – is – there are no secrets! What separates those fortunate millionaires from the rest of the public are their willingness to do the simple things over and over and over! And, work on not being Fearful. Take some risks.
10. Tap into the Power of Repeatable Business – just implement one of these ideas into your business this day – today – not tomorrow – not next week – not next month – TODAY

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