

Plugging up Four Money Leaks

Money loves to be paid attention to. Abundance OR lack – either way, it WILL get your attention.

Where is YOUR attention currently?

Below is a list of money leaks that if not plugged, will continue to drain your emotional and physical bank account.

Take the necessary steps to plug these leaks as soon as possible so that you can start to stand in your power with money.



Not Having Solid Business Foundations in Place:

- Not defining your 'ideal client' but trying to sell your coaching/consulting services to anyone and everyone
- Not being clear on what makes you unique and different from everyone else offering similar services
- Not having proven, professional marketable material that creates value in a prospective client's mind and a desire to work with you
- Not having a solid business model to help you combine and leverage your expertise, time and Inner Brilliance into multiple streams of income
- Not having a solid marketing plan in place to help you boost your visibility so you become known as a specialist in your field

Not Charging What You're Worth:

- Not contacting a client to re-negotiate your fee when you realise the project they've hired you for is clearly far more complicated and involved than what they led you to believe
- Not putting your fees up even though you've been charging a far lower rate than your competitors AND you're delivering far better results than everyone else
- Putting WAY too much content in your coaching programs
- Being at the beck and call of your clients and dropping everything whenever they contact you – even the smallest of things which should have been handled by your team
- Being far too accessible for your clients and not charging enough for that privilege
- Thinking you're not good enough and NOT launching your programs

*6-Figure
Breakthrough Secrets*

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Ineffective Systems:

- Not having a bold money goal
- Not putting away money and having a kitty that you can draw upon for any unexpected situations
- Not keeping a filing system to streamline the tracking and scheduling of your accounts
- Paying your accounts late and getting late fines
- Not regularly reconciling your bank accounts / statements / credit cards
- Not knowing how much money you owe
- Not taking an interest in your business's financial situation and saying "Oh, my accountant/bookkeeper knows all of that"
- Not being able to understand the important elements of your business's profit and loss and other business reports
- Not having a budget in place
- Not sticking to your budget and overspending



Tolerating Support Team & Supplier Inefficiencies:

- Bartering and doing contra deals being the ONLY way you get support for your business
- Making excuses for one of your team members who's NOT pulling their weight
- Not following up with a supplier when they haven't met a promised deadline
- Settling for second best and/or accepting something from a supplier when the quality they promised is not delivered

Your Spending Habits:

- Buying things that you clearly don't need and that just end up collecting dust, alongside all of the other things you've bought (that you also didn't need)
- Buying things for other people that they didn't need and just end up collecting dust
- Spending outside your means because you want to fit in with other people
- Spending money – not because you need the item but because the act of spending makes you feel good
- NOT spending anything on yourself and being too frugal

6-Figure
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Other Money Leaks:

- Clients/people who owe your money
- Partnerships that drain you
- Not paying yourself regularly
- Old cheque books from closed accounts
- Not knowing your bank balances
- Uncashed cheques and/or unused gift cards
- Unclaimed refunds



Which money leaks will you start to plug up moving forward?

Let me know – I'd love to hear from you!



To your success and brilliance,

Annemarie

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