

# OVERCOME BUSINESS CHALLENGES USING THE RIGHT MINDSET WITH JEREMIAH SARKETT





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Increasing your business sales takes more than just talking to more people. As a business owner, you would face multiple challenges as you try to grow your business. You can overcome these difficulties and increase your sales with the right mindset. Develop better business strategies and sales skills. Practice good habits and apply successful practices to help you along your journey as an entrepreneur.

**Find out how you can do increase your sales and scale your business from the “Shark,” Jeremiah Sarkett. In this episode of Best Business Coach, you’ll learn about six amazing business tips to overcome the challenges many business owners face. Refine your sales skills and strategies to better reach and communicate with your potential customers. With the right mindset, you can become a better entrepreneur.**

# QUOTE TO REMEMBER

***“I think strategies first and then skill second, but you know, you can’t have any of this without mindset.” - Jeremiah Sarkett***

## Podcast Links

- The Art of Money Getting: Golden Rules for Making Money by P.T. Barnum
- Gary Vaynerchuk
- Keap
- Find courses, consulting, and more on Jeremiah’s website.
- Connect with Jeremiah on Facebook | Twitter | LinkedIn
- Build a successful business with BestBusinessCoach.ca

## Activity:

# Better Business with Better Offers

One of the biggest struggles that many entrepreneurs have is getting into the right mindset. You need to understand what drives you. What are the reasons behind your actions and your business?

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Make your motivation about your customers. Who is your audience? What are their wants and needs?

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Share the right mindset with your team. Talk to your colleagues about their motivations. Discuss and help them include the customers in their reasons and motivations.

Team Members	Their Reasons	The New Mindset

Identify the steps you need to take to grow your business. See how you can apply Jeremiah's Shark Six-Pack in your business practices.

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Scale your business with people. Who's helping you in your organization?

<b>Who's helping you?</b>	<b>Division of labor/Tasks assigned to them</b>

Get to know your buyer's journey and craft your sales process around them.

<b>Your buyer's journey</b>	<b>Your sales process</b>

Explore and search for events that you can attend. Note them down below and mark them in your calendar.

Event Title	When and where?	What's it about? How is this valuable to you?

Get to know your buyer's journey and craft your sales process around them.

Your buyer's journey	Your sales process



Explore and search for events that you can attend. Note them down below and mark them in your calendar.

<b>Event Title</b>	<b>When and where?</b>	<b>What's it about? How is this valuable to you?</b>

Utilize studies to create content that shows your product's value. Search for related case studies that can encourage your clients to get what you offer.

<b>Case Study 1:</b>	<b>How can you apply this to your product/service?</b>
<b>Case Study 2:</b>	<b>How can you apply this to your product/service?</b>
<b>Case Study 3:</b>	<b>How can you apply this to your product/service?</b>

Show up on the same platforms as your audience.  
Find the right advertising mix for your business.  
What advertising mediums have you used and how effective have they been?

<b>Advertising Medium</b>	<b>Their Effectiveness</b>

Lastly, you need strategic partners. Find fellow entrepreneurs who can help you and your business grow.

<b>Strategic Partners / Their Contact Info</b>	<b>How can they help you, and how can you provide value in return?</b>

With the right mindset, develop your sales strategy and skills. Briefly explain the strategies you are using for your business.

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Among the many skills an entrepreneur can possess, which are your strengths and your weaknesses?

<b>Sales Skills</b>	
<b>Strengths</b>	<b>Weaknesses</b>

Write at least 5 questions that will help create meaningful conversations with your clients.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

Follow Jeremiah's habit checklist for entrepreneurs. Structure your day. Know who you're calling and when. Write down what your day looks like tomorrow.

Learn from your previous calls. Listen to your recordings and reflect on how they went.

<b>Call 1</b>	
<b>Call 2</b>	
<b>Call 3</b>	
<b>Call 4</b>	





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