



Living The Dream (LTD) Worksheet

This worksheet serves as a place for you to write down insights, strategies and tips to help you improve in a particular area of your life. On today's show, our guest will share valuable tips to help you improve in the _____. This "room" of **The Blueprint** correlates to your _____.

Guest Name: _____

Show Air Date: _____

Show Title: _____

Instructions: How would you rate yourself on the following? If you rated yourself a 1 or 2, what actions can you take to improve in that area?

Ratings: 5 = Almost always, 4 = To a great extent, 3 = To some extent, 2 = To a little extent, 1 = Not at all

_____ 1. I spend quality time with my customers on a regular basis.

What can you do more of, better, or differently?

_____ 2. I feel that the overall quality of my customer relationships is good.

What can you do more of, better or differently?

_____ 3. The balance of giving and receiving in my customer relationships is good.

What can you do more of, better, or differently?

_____ 4. I express gratitude to my customers in tangible ways for their business.

What can you do more of, better or differently?

_____ 5. I invest resources in support of the personal/professional development of my employees.

What can you do more of, better or differently?

Bonus

_____ 6. I tell my customers that I love them and then treat them as such.

What can you do more of, better or differently?