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MODULE 15 WORKSHEET

BUSINESS DEVELOPMENT

Potential Clients and Partners

Make a list of former clients, influential people in your community, and others that you can reach out to for future work, or for references to potential clients:

Make a list of potential partners you can reach out to, either to share client lists, or to work together on projects (could be realtors, contractors, luxury spas, hair salons, etc.):

Now rank those lists above into 3 groups – one that will receive emails, one that you will ask to meet for coffee/lunch, and one that should receive one of your client gifts:

