

Model The Game Changing Strategies Used By Six & Seven Figure Earners To Work Less & Make More In Your Business. And Find Out Exactly How To Secure Your Future Success By Bringing Together A Team To Do The Work For You!



'The Entrepreneurs Guide To Working Less & Making More'



INSIDE OUTSOURCING

SPECIAL REPORT: FIVE FACTORS

**MY FUTURE
BUSINESS**

A banner image with a red background. On the left, there is a white window frame with a person's silhouette standing next to it. In the center, the text "'The Entrepreneurs Guide To Working Less & Making More'" is written in a bold, black, sans-serif font with a white outline. On the right, the words "INSIDE OUTSOURCING" are written in a large, bold, white, sans-serif font with a black outline. The background also features silhouettes of people and some US dollar bills.

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Special Report

The Five Factors to Successful Outsourcing

In this special report, we will cover the five essential factors you must embrace in order to outsource successfully.

These factors are designed to help you understand your business better. By understanding your business, you will be able to understand your needs and how to meet them. This will be a key to hiring the right workers for your business.

It will help you to paint a clearer picture for those working for you so they know what you're trying to achieve. Through this, you can establish a stronger relationship with your workers and they will eventually become an essential part of your team.

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Creating the Right Mindset

Most people who start their own business benefit from their experience in the business world.

While having this understanding can provide you with a good background on running a business, it can also work against you. By this I mean that by being an employee throughout your career, you may have more a mentality that is related to an employee rather than a business owner or entrepreneur.

As an employee, you're used to doing a certain amount of tasks every day. You're not trained to think about efficiency or what the right tools or methods are available to use. Most of those issues are figured out for you already so you can simply go to work every day and complete the tasks you're assigned.

This experience does provide you with a good work ethic but it doesn't allow you to think outside of the box. Being an employee also doesn't prepare you to delegate the tasks that are better off done by more talented or qualified people.

Another important point is that no matter what type of business you have or what niche you are in, there truly is no such thing as a get-rich-quick business. A business takes a lot of work, actually a lot of hard work to make it a success. While some individuals may find their success faster than others, chances are that the success they achieved took a lot of dedication and support from their team to reach their accomplishments.

In order to run a successful business, you simply can't do everything by yourself. Understanding this concept will be essential to not only the success of your business but how fast your business will make a profit. Instead of focusing on everyday tasks, your mindset should be focused on the growth and longevity of your business.



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Commitment/Goals

Every business owner needs to be committed to their business. Before you start your business or when it's in the initial stages, it will be important for you to have set goals in mind to ensure that it has the best chance for success.

Having specific plans in place to assist you when your business suffers a loss, or goes through significant changes will prepare you so you can take the necessary action to remedy the problem. Being committed means that you are willing and ready to ride out any rough patches to keep your business running.

This also relates to how much time are you willing to spend on your business every day or every week. When you first start out, you may only need to spend a few hours on it but as things ramp up it will require more of your time.

Your plans should involve detailing how you will handle your schedule once your business does take off. Are you working full time while you build your business? Can you reduce your hours or eventually quit to work on your business full time? Do you have the resources to cover your expenses should you quit your job?

Asking yourself these questions will help you to make decisions ahead of time so that you can avoid any potential problems before they come up. Having goals in place as well as a strong commitment to your business will guide you towards its success.

You will also want to have a clear picture as to why you are starting your own business. Why are you going to commit and devote your time to building your business? What does it mean to you? To your family? Is it because you want more freedom to live your life? Are you tired of working for someone else? Do you want to escape the rat race?



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Regardless of the reason you're starting your own business, your reason must stay clear and focused within your mind. This is an important concept to have from the beginning since you will have days that your business is in a slump or things just don't seem to be going right. Having a clear understanding of why you're doing this and what it means to you will get you through those difficult days and help you to work through them.

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Funding Your Team

One concept that is extremely hard for new business owners to comprehend is the need to hire people to help run their business. The main reason for this is they simply feel that they don't have the resources to pay someone to do the work for them. When your business is first starting out, you probably won't have the funding or the resources you need to pay someone to work for you. The good news is that while you are handling tasks yourself, you will get an idea of what types of work you will need to outsource once you do have the cash flow for it.

So while you may need to do some of the tasks initially, it's important that you get away from doing them yourself as quickly as possible so that your business can grow faster. This can be done in a variety of ways and you will want to plan out the different ways in which your business can enhance its cash flow. For this purpose, your mindset should be focused on improving your cash flow as fast as possible so you can hire your team. You can do this by stepping up the sale of your existing products, creating new products to sell or by selling someone else's products.

If time is a factor and you don't have the ability to create new products quickly or sell your own products, you may want to consider selling someone else's products until you get your team in place to help you sell your own. Affiliate marketing can work very well as a part of your cash flow strategy.

Selling someone's products is relatively easy as the products are already created for you and most will have some of the work done for you. It's important to also note that this should only be a short-term strategy. The more you sell someone else's products, the more you are helping them build their business while your focus should be on your own. Build up your cash flow as soon as possible but make sure your end goal is to have the resources on hand to build your own business.



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Vision/Strategy

In addition to being committed to your business, it's also important to have a vision in place. While you can't predict the future, you should have an idea of what you want your business to look like once it's in full swing.

Having a vision will help you to determine what factors need to be in place as your business grows. For instance, do you want to sell one type of product or diversify? Do you want to focus on local customers or do you want your business to go global?

You will also want to consider what you want your business to look like in the next year as well as the years to come. Having this vision will help you to stay on track and remain committed to building your business in the way that you want.

One of the main considerations for your business is determining who will you enlist to help you with it. Do you need a partner? Actual employees? Or is it more cost-effective to outsource a majority of the tasks?

As you start working with people on an outsourcing basis, you may find that some of them are more suited to one-time projects while others will make a significant impact on your business on a long-term basis. Knowing what tasks these workers will handle will assist you in planning how your business will look in the next few years.

Keep in mind that having a vision will also help anyone who works on your team. If you are jumping from one thing to another and not having any direction as to where your business is going, it will be very difficult for your team to follow and know the purpose behind the work. Having a vision will not only keep you focused but it will avoid a lot of confusion and wasted time with your team.

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Value of Time

A key concept that you must learn as a business owner is the value of your time.

When you think of just about any business or corporation, does the CEO or President of the company answer phones? Do they pay the bills? Do they process orders or handle customer service complaints? The answer is obviously no.

So as a business owner yourself, why would you take on those tasks when other workers are better suited for those tasks? Your focus should remain strictly on running your business and making sure that it develops into the business you want it to be.

You must also realize that if you are trying to do everything for your business, it will take a considerable amount of your time. But if you delegate those tasks to others, those tasks will be completed faster since each worker will be focused on completing one or a few tasks.

Your business will end up growing faster since you can potentially have people working on tasks at the same time instead of you working on them individually. Your focus can remain on your business as a whole while the everyday tasks are accomplished by others.

It's imperative that you understand the value that you bring to your business and what that time is worth. As the CEO of your business, you will need to know the exact value of your time. In order to do this, you must have an idea of what amount of income you expect to make from your business.



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Annual Desired Income - \$100,000/yr.

Hours Worked: 2,000 hours per year

40 hours per week multiplied by

50 weeks in a year – 52 weeks per year
(reduce by 2 weeks for holidays and vacations)

Hourly Rate =

Desired Income of \$100,000 divided by 2,000 hours

= \$50 per hour

Let's say that you want to make \$100,000 per year from your business. You will want to take that number and divide it by the number of hours you plan on working on your business to develop what your hourly rate is.

Most people will work 40 hours a week and they work 50 weeks in the year when you take into consideration vacation time and holidays. Multiply the two together and you get 2,000 working hours for the year. Next you will take the 2,000 working hours and divide them into the \$100,000 you want to make for the year. This equates to you having an hourly rate of \$50 per hour.

This means that every task you perform will cost you \$50 per hour. Keep this number in mind when you have tasks that need to be done as you are building your business. It's a good bet that you can outsource most of the work you need done at a rate significantly less than your hourly rate.



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In Summary

By reviewing these five factors, you now have a better understanding of your business. Having this knowledge will help you to understand the importance of outsourcing and how to avoid the common mistakes that businesses make when hiring outside workers.

You can save your business time and money by following these guidelines and concepts so that tasks are accomplished. Outsourcing will help your business to progressively move forward to its success.