

HAPPY GRASSHOPPER

BUSINESS BUILDER SESSION™



DAN STEWART

FOUNDER

dan@happygrasshopper.com

727 533-5175

BUSINESS BUILDER SESSION

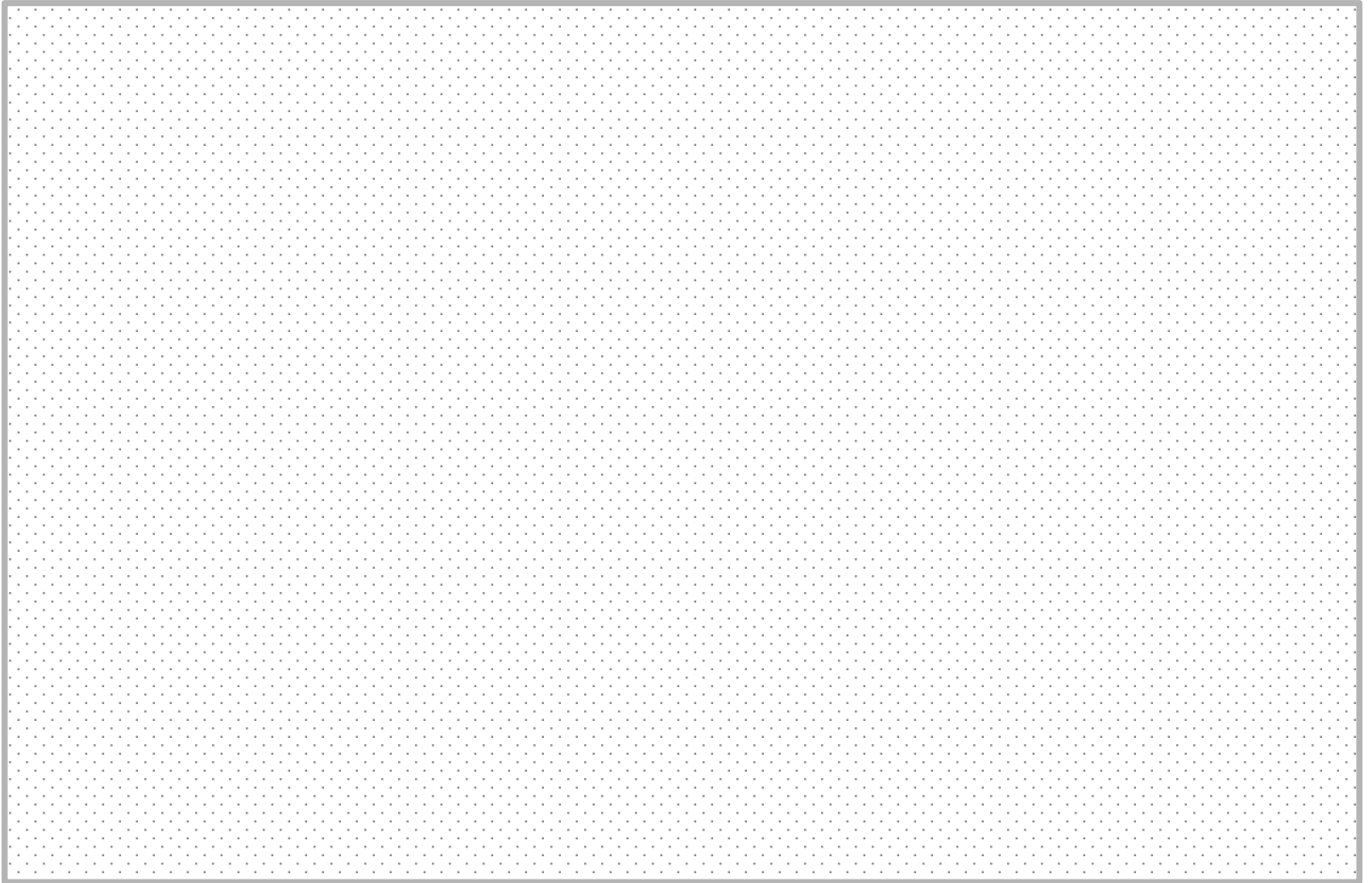
Use this worksheet to map out your vision, goals, and strategy. Review it weekly.

Name:

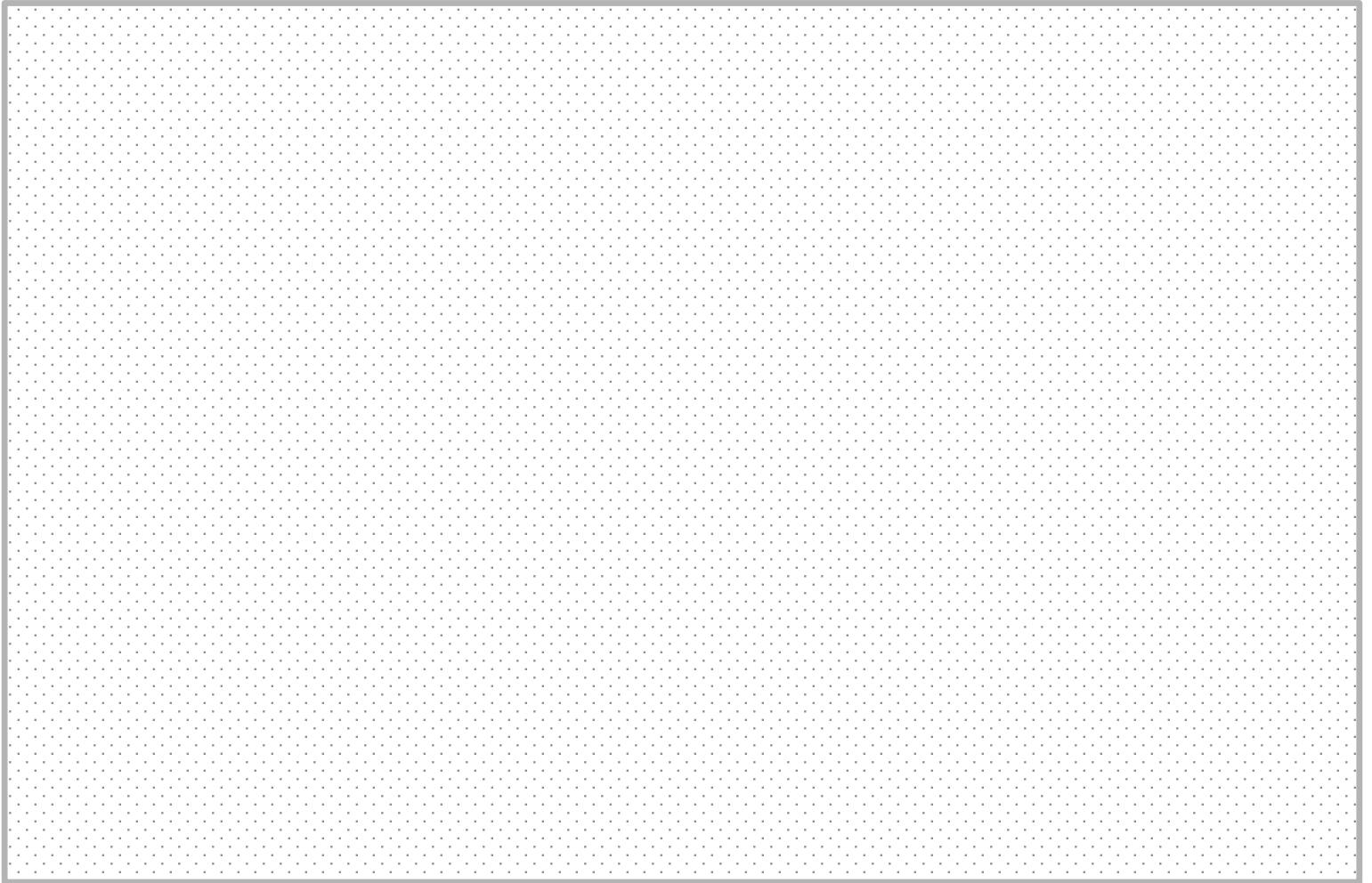
Date:

VISION & GOALS	CURRENT RESULTS # of Sides: ATV:	GOAL # of Sides: ATV:
ASSETS & OFFERINGS	GCI:	GCI:
IDEAL CLIENT PROFILE	CURRENT SOURCES OF BUSINESS	

NOTES

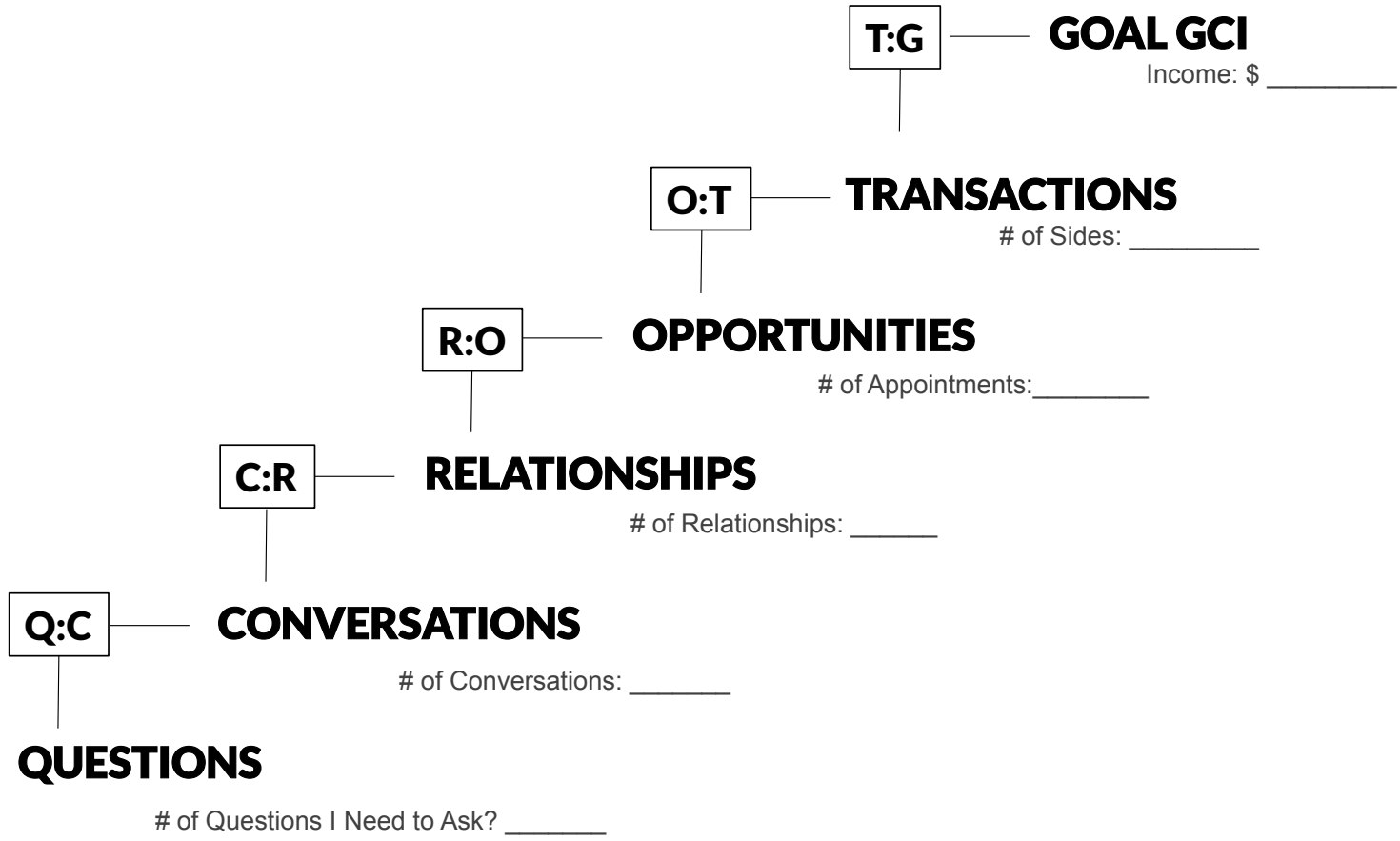


NOTES





GOAL
SALES
OPPORTUNITIES
RELATIONSHIPS
CONVERSATIONS
QUESTIONS



The Challenge is...

- What to **say**
- **When** to say it
- **How often** to keep saying it



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- What to **say**
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41 Touches Per Year



17
"NON-SALESY"
EMAILS PER YEAR



6 - 12
CONVERSATION STARTING
TEXTS PER YEAR



6 - 12
FRIENDLY
RINGLESS VOICEMAILS PER YEAR

Plus Social Media and Handwritten Cards



Need Help?

- Training Videos
- Online Support
- Free One-on-One Account Setup

happygrasshopper.com/whiteglove



welcome —

Our Sincere Passion For Conversation

happygrasshopper.

01 We believe...

Everything we work to achieve in life is amplified by the relationships we build and maintain.

By consistently engaging others in conversation, we're able to unlock the magic of human connection.

Conversation is where we learn, fall in love, raise our children, negotiate contracts, and yes, build our careers.

Mission & Vision

"While no single conversation is guaranteed to change the trajectory of a career, a company, a relationship, or a life—*any single conversation can.*"

Susan Scott, Author
Fierce Conversations

OUR MISSION

Happy Grasshopper exists to connect the world in conversation.

OUR VISION

To be the most passionately referred service in our industry.



Core Values

Every member of our company is sincerely committed to your success. Each of us will strive to exceed your expectations in a way that leaves you feeling surprised, delighted, and absolutely thrilled to be a member of Happy Grasshopper.



Thoughtful

We deeply listen and strive to understand.



Intentional

Actions guided by intentions create results.



Tenacious

We tirelessly pursue the achievement of our goals.



Consistent

Consistency equals professionalism.



Positive

Opportunity is everywhere with the right mindset.



Open-minded

We set aside our egos in the quest for victory.



Honest

Transparency is critical to improvement.



Dependable

Time-on-task over time achieves everything.

Company Background

This is How Our Story Started

As a serial entrepreneur and founder of seven companies, I've failed (and succeeded) more than most. Along the way, I learned the difference maker is the quality of people we're able to attract. Today, my number one mission is to help you recruit and retain the talent you need to win.



Dan Stewart
CEO

Four-time
INC. 500 | 5,000
Honoree