

# Five Figure Foundations

A Sally Oddy Signature Curriculum Resource



# MAP THE PLAN



# EFFORT & ENERGY AUDIT

Where and how you spend your time can be the difference between success and failure as a business owner. Use the below to help you see where your time is most effective, and the activities that could be costing you valuable progress.

On the next page you'll have the opportunity to clearly visualise where you are right now when it comes to your effort and energy.

## 1. INCOME GEN TASKS

- Hosting Discovery Calls / Strategy Sessions
- Making Offers (Digital Products / Courses / Coaching)
- Sending Proposals
- Sell by Chat / DMs
- Upselling Existing Clients
- Hosting Conversion Events (Challenges / Free Training / Webinars)
- Seeking Referrals
- Running FB Ads
- Following-up Leads
- Creating & Launching New Offers
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## 2. INDIRECT INCOME GEN TASKS

- Collaborating/Referrals/Guesting /JVs
- Creating Pillar Content (Blogs, Videos, Posts)
- Emailing
- Offering Lead Magnets
- Writing & Creating (Course material; web pages; funnels; email sequences)
- Networking/Outreach/Engagement
- Social Media Marketing
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## 3. LOW SKILL / OUTSOURCE TASKS

- Repurposing, Scheduling & Uploading Content
- Creating Graphics
- Updating Website
- Market Research
- Customer Support
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## 4. PROCRASTINATION / TIME DRAIN TASKS

- Reading & responding to emails
- Scrolling the socials
- Reading online news/blogs/forums
- Learning without specific implementing objectives
- Engaging in FB Groups with no objective
- Tweaking things already created
- Consuming useless information
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LESSONS / ACTIONS:

# EFFORT & ENERGY AUDIT WHEEL

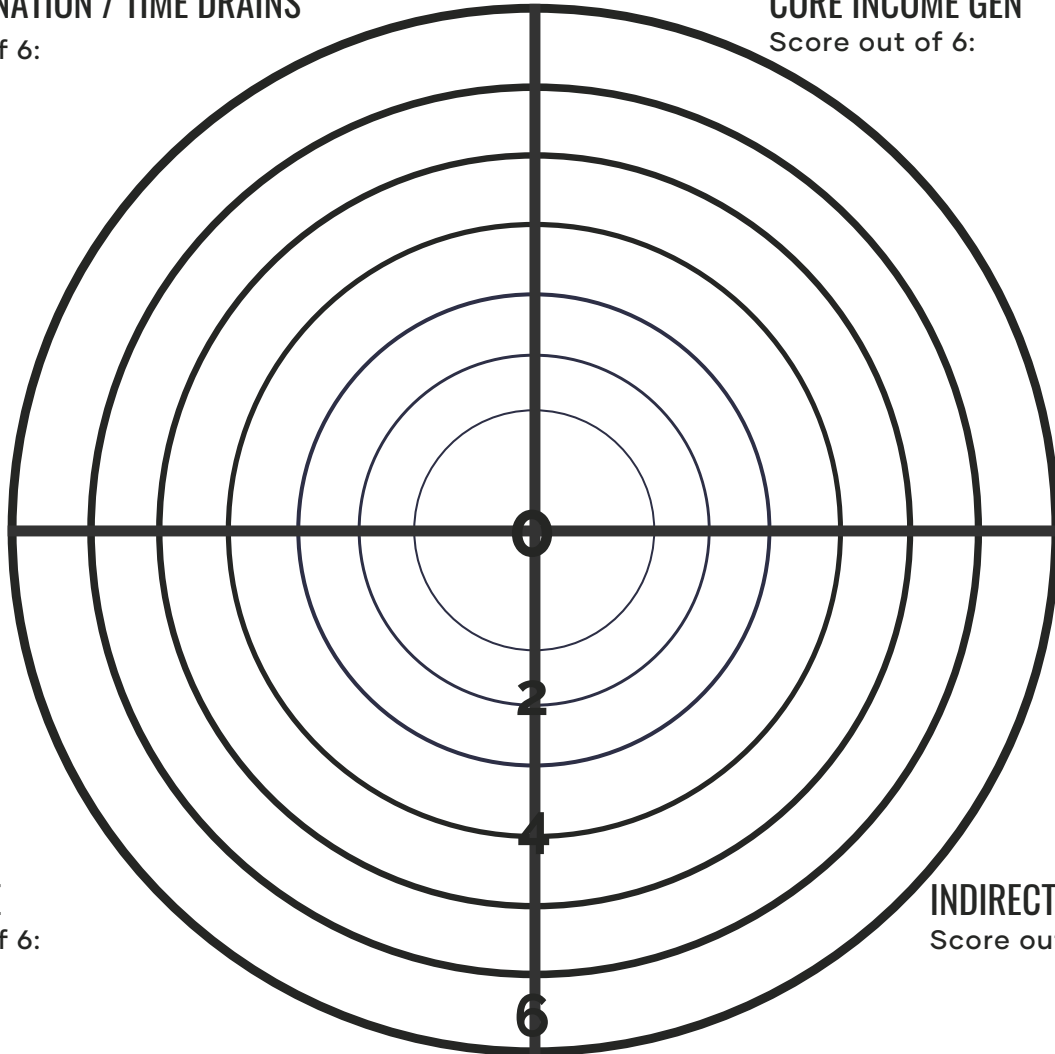
Consider each task group in turn (using the task key on Page 1) and on a scale of 0 (low) – to 8 (high), colour in & write down the amount of time & energy you're devoting to each area of your business.

**PROCRASTINATION / TIME DRAINS**

Score out of 6:

**CORE INCOME GEN**

Score out of 6:



**LOW SKILL/  
OUTSOURCE**

Score out of 6:

**INDIRECT INCOME GEN**

Score out of 6:

**LESSONS/ACTIONS:**

Circle where you're spending most time: 1 | 2 | 3 | 4

What has this exercise highlighted for you

What, if any, changes will you be making to your focus?

List three Actions you'll be taking after this exercise