

Masterclass: Find the Best Sources of Income for Your Business

— Make decisions and plan actions on your revenue model

This Masterclass is about selecting and combining the right revenue models to get more customers and income

Join a group of fellow entrepreneurs, SME business owners, and a GrowthWheel Certified Advisor in this 3-hour workshop about finding the best sources of revenue for your business!

Explore how to make more income on your business, set the best prices on your products and make a discount policy that benefits you and the customers.

Target audience

This Masterclass is for startup and growth companies in all lifestages and within all industries.

MASTERCLASS TOOLS

GrowthWheel Decision Sheets:

Revenue Model Mix — Find and combine sources of income
 Price Points — Find prices that gives you the highest revenue
 Price Plans — Decide on different price variations
 Discount Policy — Decide to who and when to offer discounts
 Price Elevation — Decide on future price changes

GrowthWheel Frameworks:

26 Revenue Models — Various sources of income
 8 Value Propositions in B2B — Value to help higher pricing

GrowthWheel Articles:

26 Sources of Income
 Good Salesmanship

Purpose of the Masterclass

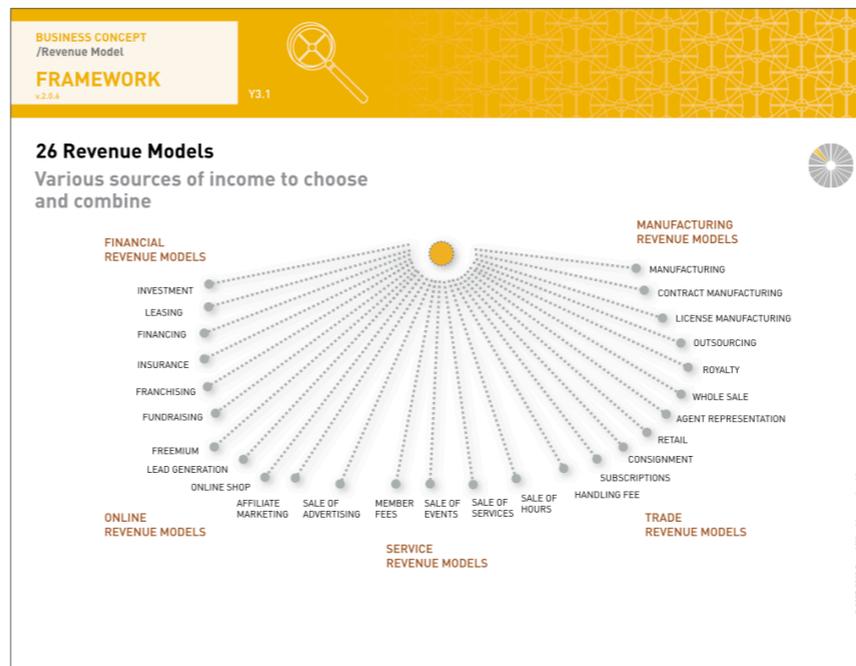
The purpose of this Masterclass is to:

- Review your current revenue model
- Explore how to combine current and new revenue models to get more income from more customers
- Review your prices and discounts to increase your income and sales
- Make an action plan for improving your revenue model and increasing your income

Takeaway from the masterclass

After this Masterclass you will walk away with:

- A toolstack to work with your revenue model
- A 30-60-90 Days Action Plan for your next steps
- Ideas and feedback from your peers.



Instructor:
 Per Lillie
 Business fitness coach
 Pro Business Coaching

Time:
 TBA

Participating partners

Provider:
 Pro Business Coaching

Format:
 Workshop. Laptop useful but not required

No. of sessions: 1
Total hours: 3 hours
Language: English

Participant fee:
 \$25 per participant incl. materials

No-show fee:
 \$25

Location:
 Kingsford International Institute
 Level 6, 128-136 Chalmers St
 Surry Hills NSW 2010

Main-sponsor:
 Pro Business Coaching

Co-sponsor:

