

lights, camera, ACTION

module 4 workbook

The things I might need to do/can do...

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Where I could physically network with relevant prospective clients, hiring managers and other people who can help me...

How I can find out more about what those people are interested in and where I can get in front of them...

Online networking opportunities I can utilise...

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Businesses I will approach for opportunities to work with directly or for help with my career...

The challenges of making time for my new career while I'm still working in my old job...

How I will overcome these to make sure I am making progress on my new career while looking after my wellbeing and other responsibilities...-

Signs that I need some ME time...

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I will know I can look at reducing my hours or quitting my old job when...

The salary I want to take from my business is...	A
Sales and marketing budget will need to be...	B
Other costs and overheads will be...	C
The profit I need to reinvest in my business annually is...	D
Total income required (A + B + C + D)	E
Additional taxation and NI costs (E x (100 + tax rate) ÷ 100)	F

My Products	Product costs (A)	Product price (B)	Product profit (B-A)	Quantity I need to sell to meet target

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Start-up costs I need to raise...

Premises...

Equipment...

Vehicles...

Others...

Work I can outsource to others...

I will look at raising start-up finance by...

Things my current job/boss/organisation has taught me, that I am grateful for...

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My resignation...

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