

The 80/20 Service Business by Sid Graef

\$10 Per Hour vs \$10,000 per Hour Cheat Sheet

\$10 an Hour Tasks	\$100 an Hour Tasks	\$1,000 an Hour Tasks	\$10,000 an Hour Tasks
Sweeping	Cleaning Glass	Creating ads and marketing - like door hangers, postcards, facebook, PPC	Hiring and properly training team leaders
Mowing your lawn	Estimating new clients	Building your sales funnel or customer journey	Writing procedures
Washing your van	Solving a problem for a client	Writing a sales letter or sales page	Creating video training
Checking the oil	Closing a sale	Planning and prioritizing your day/week	Documenting processes for other sto follow
Cleaning the bathroom	Talking to a qualified prospect	Proper delegation of results	Setting culture, vision, mission for your business
Cleaning equipment	Outsourcing simple tasks	Saying NO	
Data entry	Writing email to prospects or customers		
Invoicing			
Going to the bank			
Making a deposit			

Get a copy of Perry Marshall's book [80/20 Sales and Marketing](#) for 1 cent plus shipping.