

# The £10,000 per Hour Guide To How You Spend Your Time...

Less   More

<b>£10 per hour work</b>	<b>£100 per hour work</b>	<b>£1,000 per hour work</b>	<b>£10,000 per hour work</b>
Running errands	Solving a problem for a prospective or existing customer	Planning and prioritising your day	Creating new and better offers
Talking to unqualified prospects	Talking to a qualified prospect	Negotiating with a qualified prospect	Repositioning your message and position
Responding to emails	Writing an email to prospects or customers	Building your sales funnel	Improving your USP
Building and fixing stuff on your website	Creating marketing tests and experiments	Judging marketing tests and experiments	Executing brilliant ideas
Doing book-keeping	Managing Google/Facebook campaigns	Creating Google/Facebook campaigns	Negotiating major deals
Working 'social media' the way most people do it	Doing social media well (this is rare)	Doing social media with extreme competence (this is very rare)	Selling to high-value customers and groups
Cleaning, sorting, tidying	Outsourcing simple tasks	Delegating complex tasks	Selecting team members
Performing basic customer service	Customer follow up	Writing sales copy	Public speaking
Answering the phone	Producing quotes/proposals	Training/coaching others on your team	Establishing values and culture
Proof-reading so everything is spelt perfectly	Outbound prospecting calls	Crafting proper follow-up campaigns	Thinking. Properly.