

3 Ways You Can Help More People



Hi! I'm Sharon Jurd and welcome to my Biz Blitz video and today I want to talk to you about three ways you can help more people. And ideally that's what we want to do, we want to help as many people as we can, right? I'm going to share with you three of my tips around helping more people.

Firstly, **you've got to stop working on an hourly rate** because there are only so many hours in a day and if you see one client for one hour, if you fit six or seven clients in a day, if you're great, you can only help six or seven people. If that's your business model, you need to change that. You cannot just help six people a day if you want to help hundreds of thousands of people. You need to find another way to help more people and I can help you with that as a coach.

Secondly, **you need to talk to many** and that's one of the things that you could change in your business model. You need to be conducting workshops, talking from stage, talking to groups of people, talking to even three or four or five people at once around a boardroom is better than doing one-on-one all day, every day. The more people you talk to, then the more people will know what you're doing and you can share your knowledge, your expertise and your experiences to a lot more people.

Tell people what you're doing – if you're coaching, if you're a speaker; you call people and let them know what you're actually doing now. If it's a change for you or maybe just remind them on what you're doing. So you call your friends, your family, your strategic alliances, your colleagues, anyone you know and let them know what you're doing and get them to spread the word for you as well.

And thirdly, then **help people more closely**. You can coach but that's not an hourly rate. Design programs where you can help smaller amount of people so they can pay more money rather than doing a session per day for six people and

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only being limited by the amount that you can earn for the day and limited by the amount of people you can help during that day.

So there are my three points. Don't work on an hourly rate, get off that merry-go-round and change your business model. Come and see me if you need to change your business model, reach out and contact me. Secondly, talk to as many people as you can – family, friends, colleagues, audiences – let them all know what you're doing. And then thirdly, work more closely with people in a smaller setting of groups where you can really roll your sleeves up, get to work and help them more massively.

That's my three points today. I hope this has helped you. If you think this video would be of value to your family, friends or colleagues, please share my video. Share, share, share, because I want to help as many people as I can and I need your help to share this out to as many people as you can. If we all work together, we'll all be helping loads and load of people. I'm Sharon Jurd and I will talk to you very soon.