

AMBITION ACHIEVED:

HOW TO MAINTAIN AND GROW



REVIEW WHAT'S WORKING

- Do a quarterly check-in on revenue, clients and top services
- Identify what takes the most time with the least return
- Document your wins — tracking growth keeps you motivated

STRENGTHEN CLIENT RELATIONSHIPS

- Ask your best clients for testimonials and referrals
- Follow up after every project — a quick check-in goes far
- Create a simple onboarding process every new client experiences

BUILD FOR THE NEXT LEVEL

- Document your processes so your business can run without you
- Set 90-day goals that are specific, measurable and realistic
- Invest in tools or support before you desperately need them

STAY VISIBLE AND RELEVANT

- Post consistently — even 2-3 times a week builds presence
- Network locally — Southern Maryland grows by referral
- Keep your website and Google Business profile current

