

BONUS: The Atomic Profits Cheat Sheet

Even though you have this cheat sheet for Atomic Profits, we highly recommend you go thru the ENTIRE 25 page PDF, so that you are going thru EVERY step in detail.

Because it's easy to go thru this cheat sheet and make quick assumptions.. So don't do that :) be sure to go thru the main PDF to fill in ALL the gaps & steps.

Now for the cheat sheet...

Step 1 - What are you good at?

Q. Are you an introvert or an extrovert?

Q. What did you love doing as a child?

Q. What do you enjoy doing?

(tip: time doesn't seem to exist when you're doing it)

Step 2 - What are your "Bankable" Talents?

1. What are your natural gifts & talents?

2. What do you have work experience in?

The niche you end up choosing should be close in line with your talent.

Step 3 - Find an Atomic-ly PROFITABLE Niche

Our "DFY Niche List" gives you James' 15 TOP Niches, so you can get surefire profits rolling in without all the guesswork.

Last Chance link to grab it here:

<http://atomicprofits.net/vip12863.html>

But if you prefer to do it manually and guess for a niche, we'd recommend using the "Process of Elimination".

Here's how... ask yourself:

- What am I doing now to pay the bills that I don't want to be doing three years from now?
- What am I spending my time on that isn't tapping into my FULL potential or helping me grow financially or personally?

- What services do I know are a “dead end”—there’s only so much I can charge, only so far I can grow?
- What types of clients do I really dislike working with?

Once you know what you dread doing, it's easier to identify niches that you like and that you can go after.

Step 4 - Finding the GOLD in the Hills

Ask yourself these questions:

- Which businesses will find my services useful?
- Which businesses can afford to pay the prices I'll need to charge, in order to get to my income goal?
- Who are the decision makers within these businesses, and what can I learn about their demographics & interests?
Can I find a way to connect with them on a personal level?
- When you have all of this information, you'll be well-positioned to craft a cold email that cuts straight to the core of what these clients need from you—you'll be able to connect with them and offer immediate value.

Step 5 - Don't Underprice Yourself

- You need to price yourself based on the value you deliver - not based on what your competitors are charging.
- Don't allow anyone else to dictate the terms by which you define your value. That's not what starting a freelancing business is about.
- There's no such thing as prices that are too high! Don't charge too far above your value, but don't ever undervalue what you're doing for your clients.

Step 6 - Quick Clients On Demand

- Offer your take of an existing product. Come across as helpful and prospects will become interested.
- Lead with solving THEIR problem and not boasting about your skills. If you're starting out and just plain need the work, bid on anything.. Even if it's LESS than what you want to make
- Leverage off your existing contacts

- Talk to other providers in your field
- Find out where the people you want to work with spend their time
- Start for free

Step 7 - Sell yourself like a pro even if you're terrified & think it's impossible :)

- Make a strong entrance with an elevator pitch email that already provides immense value & shows you've done your homework.
- Sell your strengths.
- Anticipate and answer any questions that may come up.
- Lean on relevant work samples and past projects to demonstrate your expertise. — Use a visually appealing layout for your proposal.

Don't Mix Your Day Job with Your Freelance Business - Don't do anything to jeopardize your full-time employment, as you still need it to sustain you while you grow your freelance business on the side.