



THE ENTREPRENEUR'S GUIDE TO PRODUCTIVITY

A 5-STEP DAY PLANNER



Focus on "output" over the other activity in "input".
You can start the day and realize the need to
use only what is better than your time to work
on your business. Productivity and success in
your business is possible when you combine the

two. For the most part, I feel there is not too much
you can do with learning business. You learn it
in the university before learning business. You learn it
in the business school learning business. You learn it

right away.

1. **Business Model**
Business model is the first step to
success. You need to know what
you are doing and how you are
going to do it.
2. **Marketing**
Marketing is the second step to
success. You need to know who
you are marketing to and how
you are going to do it.
3. **Customer Acquisition**
Customer acquisition is the third
step to success. You need to know
how you are going to acquire
customers and how you are going
to keep them.

Business model, marketing, and customer acquisition

are the three steps to success.

Business model, marketing, and customer acquisition

STEP 3 FOCUS ON RESULTS.

Focus on "output" over the other activity in "input".
You can start the day and realize the need to work
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The 80/20 rule is a concept that is based on the idea of getting more
output with less input. It is often used to describe the relationship between the
output and input of a system. For example, it is used to describe the relationship
between the output and input of a business. It is used to describe the relationship
between the output and input of a product.

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reading are provided to help analyze and evaluate the material
Steven R. Warner, Mike C. J. Lin, Gary W. Schanche, 1994

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