

LEAP **Number Equation**

with Mitch Matthews

Notes on the concept of a LEAP Number: tm

Risk and Reward:

Here are some discussion questions to get you thinking about some of the risks and rewards of making your “side-hustle” your career:

- What are some of the things I/we are most excited about in regards to the possibilities of making this “side-hustle” my full-time work.

- What will this allow me/us to do differently?

- What are some of the things that might concern me/us the most?

- What are some things I/we could do to address those concerns?

The LEAP Number Equation:

$$X / M / 3$$

X = The dollar figure you'd need to hit each month

NOTE:

The goal is not necessarily to replace your current income with your side hustle. Instead, the goal is to hit a percentage of your current income on a consistent basis. This helps to show you have the systems in place to build an actual business.

M / 3 = Three Months in a ROW

NOTE:

When you're able to hit "X" for three months in a row, this begins to demonstrate you have the systems in place to grow a viable business. It's not a guarantee but it shows that you have strategies to drive consistent revenue. This is a HUGE accomplishment! Even though this figure doesn't completely replace your current income, it illustrates what you can do with the limited time you currently have available. Just think what you could do once you're able to devote more time to this endeavor! So push for establishing those systems and for hitting your "X" consistently!

NOW:

Questions to ask yourself:

What do I want my “X” to be as I get started?

What systems do I need to have in place in order to hit “X” on a consistent basis?

Who could I be learning from as I establish / improve my systems?

How do I want to celebrate when I hit “X” 3 months in a row?

NOTE: You don’t have to quit your job at this point. You can celebrate in other ways too! Whether you submit your resignation with a big goofy grin on your face, or you find another way to reward yourself, make sure to celebrate along the way!

Mitch Matthews is an international keynote speaker, success coach and best-selling author. He works with organizations like NASA, Disney, Principal Financial Group and Booking.com. He helps them to innovate, engage & deliver at new levels. Mitch is also an expert on work-place mentoring.

His “DREAM. THINK. DO.” Podcast is at the top of the iTunes charts. We invite you to check it out! Connect with Mitch and his team at ContactUs@MitchMatthews.com or call 800.491.5316.