

JOINT VENTURE (JV) WORK SHEET

These questions and examples are designed to help you brainstorm ways to:

- Convert your hidden assets into leads with free offers
- Create lifelong lead generators and profits
- Understanding what your business partner(s) really want
- How to find business partners that serve your ideal clients

First Name:

Last Name:

Company:

Website:

Email:

Phone:

- 1. Ideal client with a problem:** (Ex: Middle class families overwhelmed with travel options/planning. They hate lack of care / generic customer service.)
- 2. Problem you solve:** (Ex: Help travelers be treated like VIPs and feel more relaxed and cared for on vacation without breaking the bank.)
- 3. Briefly describe the solution:** (Ex: Help clients choose a uniquely personalized vacation with a competitive budget.)
- 4. Brainstorm what other companies can support your clients in the solution:** (ex: We work with restaurants, hotels, beach resorts and daily excursions and pass on the savings without slashing the VIP care.)
- 5. What are some successful joint ventures you've seen out there?** (ex: Starbucks - free itune downloads / Subway and Taco Bell - at Mobil gas station/ Flight - movie entertainment / Model Home - Furniture)
- 6. List people/businesses in networking group that may make good JVs:**
- 7. My JV partners could pass out my...**
 - Free Booklet/book on:**
 - Free Report on:**
 - Free Webinar on:**
 - Free Coupon for:**
 - Free Checklist for:**
 - Free Strategy Phone Call to help with:**

