

4 ACTIVE CLIENTS ARE MAXIMIZED



The Fourth Achievement From **Path Of The Freelancer** by Jason Scott Montoya

THE FOUR CHECKPOINTS

1 CULTIVATE CLIENT RELATIONSHIPS



Spend Community Time With Clients.



Conversations



Meals



Referrals



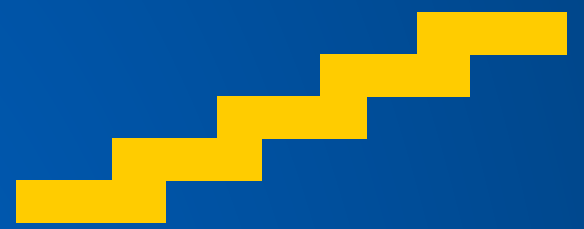
Cultivate A Harvest For The Future.

2 PASSIVE INCOME STREAMS



Find Passive Income Stream Opportunities.

Chose High Impact, Low Effort Options.



Numerous Small Amounts Over Time Generate Significant Income.

3 ONGOING CLIENT ENGAGEMENTS



Transition Project Clients

Find The Next Place To Help



Into Ongoing Engagements

4 SWEET SPOT CLIENTS ONLY

Proactive & Responsive Communication

Value Relationship

Prompt Invoice Payments

The Sweet Spot

