

BUILD YOUR OWN BUSINESS BLUEPRINT

START YOUR OWN BUSINESS, BE YOUR OWN BOSS, AND TURN A PROFIT IN NO TIME!

Course Checklist

Print this checklist to keep track of where you are in building your own business!

- Watch **Welcome** Video
- Watch **What Do I Need** Video
 - Go through the Project Wizard to get professional product recommendations:
<http://www.asphaltkingdom.com/asphalt-project-wizard.html>
 - Create a checklist of the equipment you need, whether or not you have it, and what it will cost if you need to buy it

Equipment	Have It / Need It	Cost

- Watch **How to Crackfill** Video
 - Try out the Crackfiller Calculator in your account:
<http://www.asphaltkingdom.com/blueprint-sealer-calculator/>
- Watch **How to Sealcoat** Video
 - Try out the Blacktop Calculator in your account:
<http://www.asphaltkingdom.com/blueprint-sealer-calculator/>
- Watch **How to Linestripe** Video
 - Try out the Paint Calculator in your account:
<http://www.asphaltkingdom.com/blueprint-parking-lot-paint-calculator/>
- Watch **How to Price a Job** Video
 - Call three competitors and ask for a price on a four-car driveway.
 - Competitor 1: \$ _____
 - Competitor 2: \$ _____
 - Competitor 3: \$ _____
 - Fill in the table below with your Fixed and Variable Expenses

My Fixed Expenses	Monthly \$	My Variable Expenses	Monthly \$
e.g. Car Lease	\$300	e.g. Gas	

- Measure a few driveways in your neighbourhood so you get a feeling for how big a driveway is just by looking.
- Try out the Crack Repair Cost & Profit Calculator:
<http://www.asphaltkingdom.com/blueprint/calculator/crackrepair/>
- Try out the Sealer Cost & Profit Calculator:
<http://www.asphaltkingdom.com/blueprint/calculator/sealer/>
- Create a sample Customer Quote:
<http://www.asphaltkingdom.com/blueprint/quote/>
- Create a sample Customer Invoice:
<http://www.asphaltkingdom.com/blueprint/invoice/>
- Watch **Sales: Database Magic** Video
 - Download the sample spreadsheet for your customer database in the Tools section of the Build Your Own Business Blueprint.
- Watch **Sales: New Business** Video
 - Download the sample spreadsheet for your customer database in the Tools section of the Build Your Own Business Blueprint.
- Watch **How to Build a Brand** Video
 - Brainstorm business names
 - Go to www.godaddy.com and pick a domain name
 - Sign up for email with <http://www.gmail.com> or <http://mail.zoho.com>
 - Look at website hosting packages on www.godaddy.com (to build a Wordpress site) or www.weebly.com (to use a pre-built website)
 - Have a logo designed for your business. Make sure you get the original design format as well as a .jpg or .png format that you can use in your emails and invoices. You can get an inexpensive logo from www.fiverr.com or you can pay more for a variety of designs to choose from at www.99designs.com

- Upload your logo to the Invoice and Quote sections of your Build Your Own Business Blueprint Account
- Get Business Cards printed with your business name, email address, website domain, and phone number. Remember to include “Next Service Date _____” on the back.
- Download the Email Templates from the Tools section of the site. You can program these in as templates in your Zoho or Gmail.
Zoho Templates: <https://www.zoho.com/mail/help/using-templates.html>
Gmail Templates: http://email.about.com/od/gmailtips/qt/et_templates.htm

Questions? Call us at 1-866-399-5562 Monday – Friday from 8 AM to 5 PM Eastern or e-mail us at <http://www.asphaltkingdom.com/contact-us.html>