

# CLIENT WISH LIST

The Business of a Studio (SDC-3921-A)  
D. Schutzsmith

**Write down the top 3 industries you would like to work with:**

- 1)
- 2)
- 3)

**Write down the kind of clients you would like to work with in each industry (small, big, fun, serious, quick projects, long projects, etc.):**

- 1)
- 2)
- 3)

**Choose one of the industries and write down 10 prospective clients that fit your description:**

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)
- 7)
- 8)
- 9)
- 10)

**Choose your 3 favorite companies from above and provide 5 ways that you will make a connection with them to make a sale (contacts, acquaintances, cold call, current client referral, direct mail, etc.):**

**CLIENT** \_\_\_\_\_

- 1)
- 2)
- 3)
- 4)
- 5)

**CLIENT** \_\_\_\_\_

- 1)
- 2)
- 3)
- 4)
- 5)

**CLIENT** \_\_\_\_\_

- 1)
- 2)
- 3)
- 4)
- 5)