FIRST JOB, FIRST CHECK

Your six steps to launch

1. **Pick your first service**
   Put what you do and who you help into one sentence.
2. **Get ready to book**
   Check registration rules. Plan separate business banking.
3. **Find your first customers**
   Use the 30-day marketing plan to introduce your service.
4. **Price and send an estimate**
   List your costs and tell the customer what's included.
5. **Do the job and get paid**
   Record the work, send the invoice, and give a receipt.
6. **See what you earned**
   Compare your actual time and costs with your estimate.

Pick your first service

FROM THE FIRST-OFFER WORKSHEET

My first service and who it helps

Where I'll work or take drop-offs

An example from the guide

"I tune up portable generators for homeowners in Topeka."