

## Participant Guide

### Session 14: Building Your Best Pipeline

*Use this to engage more fully as you listen to this session. Pause the video.*

*Answer these questions as the session unfolds. Dig in.*

1. What are the benefits of knowing your numbers per each job?

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2. Do you feel like you are going broke tired? How long have you felt that way?

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3. What have these last few lessons inspired you to do?

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