

## Standards & Extras

	Standard	Extra
Do		
Don't do		

If I do a STANDARD service, how does the client feel about me?

If I don't do a STANDARD service, how does the client feel about me?

If I do an EXTRA service, how does the client feel about me?

If I don't do an EXTRA service, how does the client feel about me?

**Remember, this is all about client perception**