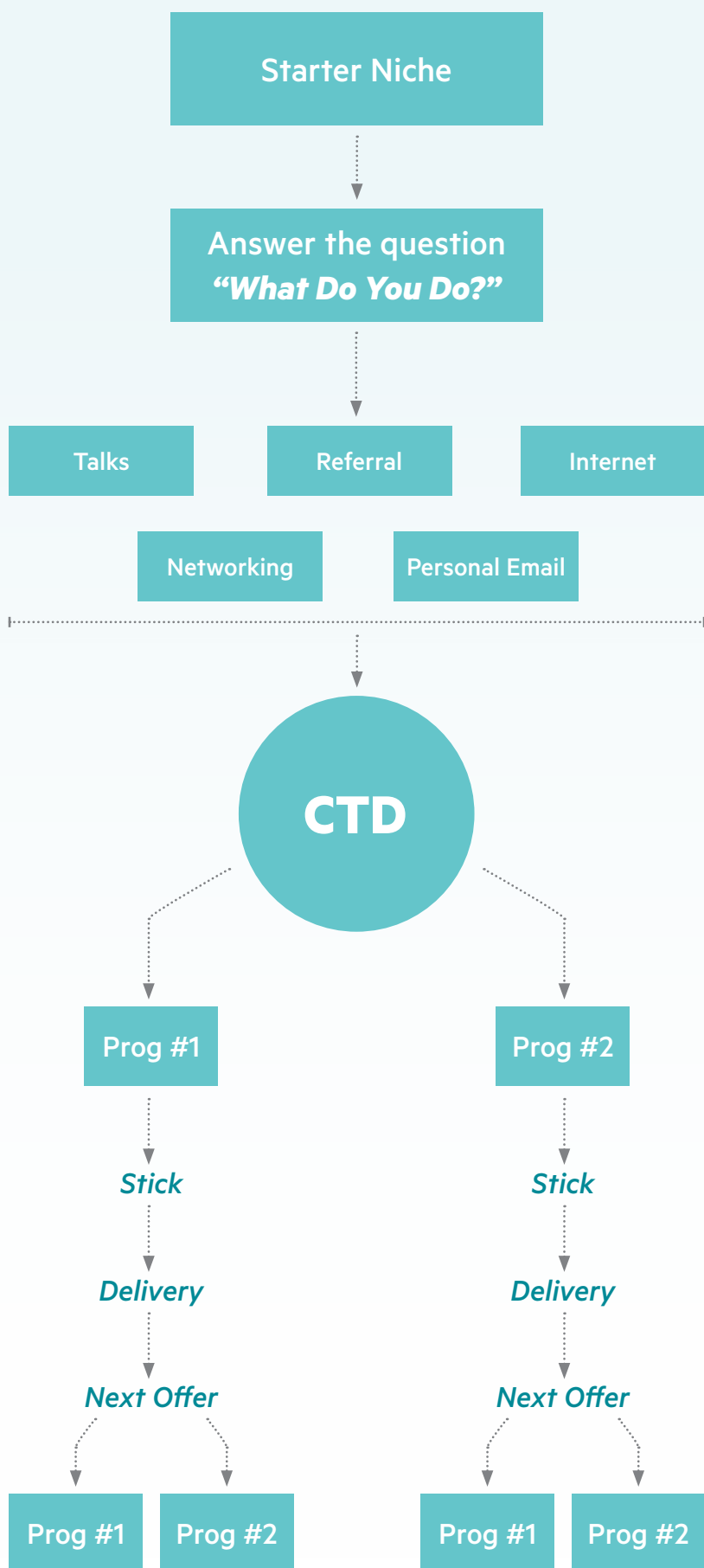


The Complete Getting Clients Checklist



My **Starter Niche** Is:

Weight Loss

Doorway/Problem I Solve:

Look great naked

Who I Solve Problem For:

(Optional)

How I Solve Problem/Sig Sys:

"Look Great Naked: The Total Transformation"

My **Starter Hot Hook** Is:

"I'm a health coach, and I help new moms look great naked in as little as 90 days—without dieting, deprivation or military exercise, no matter how much weight they gained during their pregnancy. Do you know any new moms who are ready to look great naked?"*

My **Starter CTD Title** Is:

The Look Great Naked Strategy Session

My **Starter Pricing** Is:

Positioning Price \$ *1497*

Invest In Full \$ *1197*

Payment Plan: *3* payments of \$ *499*

I'll Start **Taking Payments** Via:

- *Check*
- *Paypal*

My **Starter 14-Day Title** Is

The 14-Day Cleanse

My **Starter 90-Day Title** Is

Look Great Naked: The Total Transformation

My **Stick Strategies** Are:

Welcome Email

Box of Goodies (budget = \$50-75)


HEALTH COACHInstitute

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My **30-day income goal** is: \$ _____

The number or range of **CTDs I need to generate** is: _____

This month I will choose the following **1-3 Phase One ways to generate CTDs**: (Circle and/or fill in your choices below)

Networking

Networking Event #1 Booked for: _____

Networking Event #2 Booked for: _____

Networking Event #3 Booked for: _____

Networking Event #4 Booked for: _____

Referral Partner

Meeting #1 Booked for: _____

Meeting #2 Booked for: _____

Meeting #3 Booked for: _____

Meeting #4 Booked for: _____

Talks & Workshops

Date #1 Booked for: _____

Date #2 Booked for: _____

Date #3 Booked for: _____

Date #4 Booked for: _____

Personal Email

I'm sending out _____ personal emails this month

I have sent out personal emails to follow-up with potential clients or referral partners within 24 hours of my talks, workshops, networking events and/or referral partner meetings: ☐ YES ☐ NO

Online

I have set up my website: ☐ YES ☐ NO

I have set up my optin funnel: ☐ YES ☐ NO

I'm **Making My Success Inevitable** By:

Consistent block scheduling:

I have set up my block-scheduled calendar using the BHC Sample Health Coach Calendars:

☐ YES ☐ NO

Not stopping when it gets hard or doesn't work

I am getting more and more comfortable with discomfort:

☐ YES ☐ NO

I keep trying no matter what; I accept that it takes consistency and tenacity to achieve mastery:

☐ YES ☐ NO

Accountability

I use the BHC Facebook page, Skills Labs and Office Hours to ask questions and hold myself accountable to my goals:

☐ YES ☐ NO

I have committed to ongoing mentorship and support so I can continue to develop mastery in coaching skills, personal growth and business:

☐ YES ☐ NO

I am attending the next BHC live training event so I can stay inspired, energized, informed and on track to my goals, and I have registered for my free ticket:

☐ YES ☐ NO



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