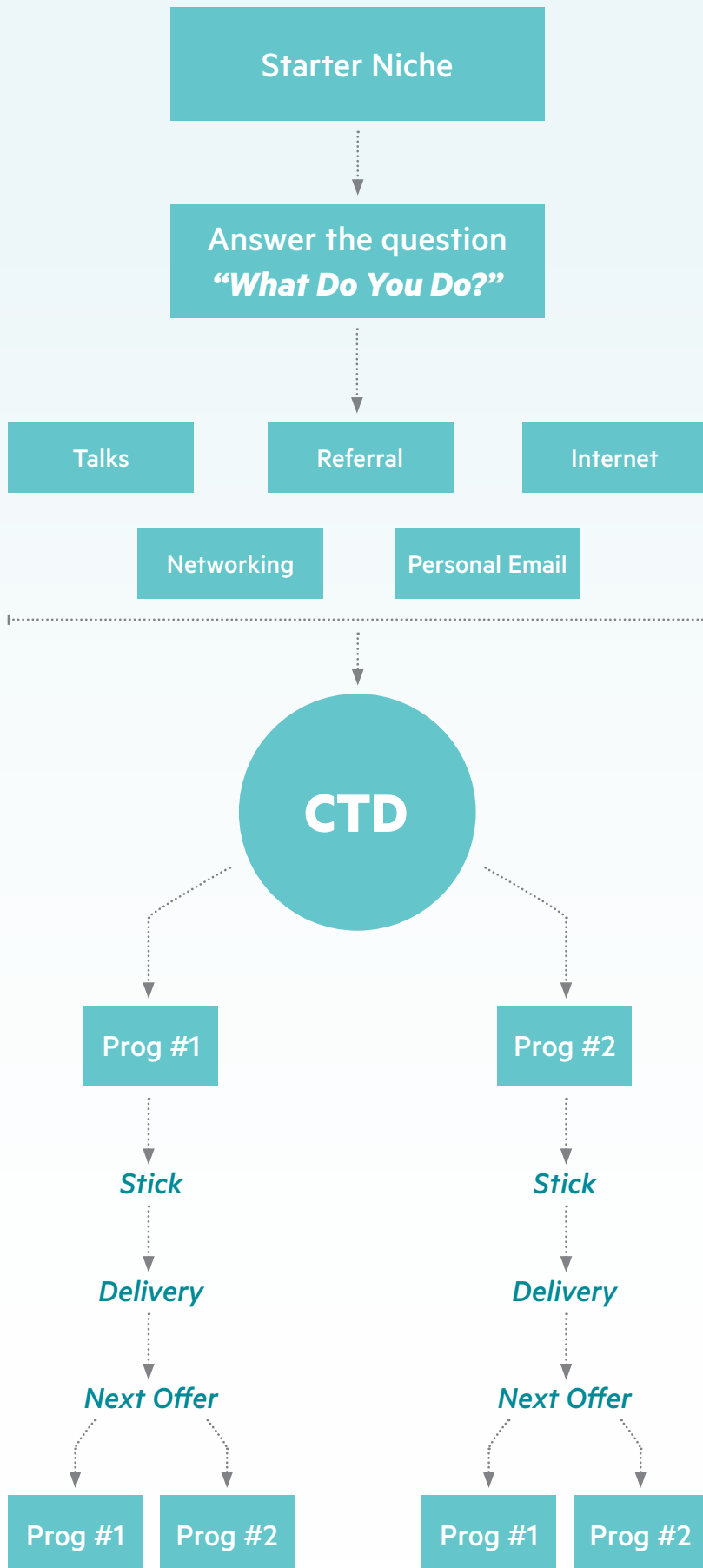


# The Complete Getting Clients Checklist



My **Starter Niche** Is:

*Energy*

**Doorway/Problem** I Solve:

*Double your energy*

**Who** I Solve Problem For:

*(Optional)*

**How** I Solve Problem/Sig Sys:

*"The Total Energy Transformation"*

My **Starter Hot Hook** Is:

*"I'm a health coach, and I help busy executives\* double their energy so they can get more done in less time. Do you know any execs who want to double their energy right now?"*

My **Starter CTD Title** Is:

*Double Your Energy Breakthrough 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 More Energy Cleanse*

My **Starter 90-Day Title** Is

*The Total Energy Transformation*

My **Stick Strategies** Are:

*Welcome Email*

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

**HEALTH COACH** Institute

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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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