

Sequential Steps Exercise

Determine Total Sequential Steps Necessary for Your Client to Get Results

Imagine a new client hires you personally to teach him how to do what you are doing to teach in your coaching program.

Your new clients wants to get results, and in order for her to get results, she'll have to DO certain things to get those results.

For this exercise, write out a complete, detailed, and exhaustive list of EVERYTHING he'll need to do to achieve his result:

For example:

Let's say you teach blogging:

Step 1: Choose a domain name and create USP

Step 2: Choose word-press friendly and secure web hosting

Step 3: Install wordpress

Step 4: Configure wordpress for your ideal blogging schedule

Step 5: Create a 10 x 10 Matrix for your first 100 blog post ideas

Step 6: Start writing blog posts

Step 7: Invite others to write blog posts on your site (guest blogging)

Step 8: Add sharing buttons using a wordpress sharing plugin

And so on . . .

Here's another example:

Let's say you teach psychology for im success:

Step 1: Introduction to why psychology matters

Step 2: Understand the 7 different psychological frameworks for success

Step 3: The first psychological framework for success

Step 4: The second psychological framework for success

Step 5: The third psychological framework for success

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Step 6: The fourth psychological framework for success

Step 7: The fifth psychological framework for success

Step 8: The sixth psychological framework for success

Step 9: The seventh psychological framework for success

Step 10: Integrating the 7 psychological frameworks for success

Step 11: Advanced Mastery

Steps 12- 50. - and so on . . .

Now, do this for what YOU TEACH.

Note: don't think about this in terms of teaching all you know, or teaching what others teach, etc . .

Instead, think of this in terms of sequentially what steps does someone need to do to accomplish what it is that you teach.

You see, very little training on the market in your niche likely teaches sequentially . . so normally clients feel like they are just getting a brain - dump: tons of useful information but no sequentiality to feel like they can implement.

This one step will make your training fresh, unique, and get your clients amazing results.

And when clients get amazing results, as long as you continue to help them grow by teaching them something new each month, they will stick with you for a long time.