

25 Steps To Filling Your Practice

The easy way. Use this checklist to get a strong start. DO EVERY ITEM and you should have a full practice within 6 - 12 months. Color in the ✓ circle if you are working on this step. Color in the “!” square when you have completed this step. Fill in the progress chart as you complete each step. Enjoy

FULL PRACTICE CHART

✓	✗	Step
<input type="checkbox"/>	<input type="checkbox"/>	1. Get your Clean Sweep Score above 75.
<input type="checkbox"/>	<input type="checkbox"/>	2. Make a list of 25 people you know and write down 3 things that you want FOR each of them.
<input type="checkbox"/>	<input type="checkbox"/>	3. Schedule 10 lunches, 10 phone sessions and 5 meetings to discuss this with these 25 people.
<input type="checkbox"/>	<input type="checkbox"/>	4. Schedule 3 workshops, one per month, on Needs, Business Success or other favorite areas.
<input type="checkbox"/>	<input type="checkbox"/>	5. Enroll at least 5 people into each at a nominal fee (just to make sure they show up).
<input type="checkbox"/>	<input type="checkbox"/>	6. Make a direct request of 10 people to work with them for 90 days.
<input type="checkbox"/>	<input type="checkbox"/>	7. Enroll in 1, 2, 3 Coach! or similar training.
<input type="checkbox"/>	<input type="checkbox"/>	8. Hire a coach whose job is to help you fill your practice.
<input type="checkbox"/>	<input type="checkbox"/>	9. Spend 15 hours per week coaching: clients, friends, associates, for pay or not, just coach.
<input type="checkbox"/>	<input type="checkbox"/>	10. Get promises from 5 people who will send you at least 3 referrals each.
<input type="checkbox"/>	<input type="checkbox"/>	11. Schedule yourself to speak about your favorite coaching topic to 10 groups/associations.
<input type="checkbox"/>	<input type="checkbox"/>	12. Spend twice as much time with the clients you have than they are paying you for.
<input type="checkbox"/>	<input type="checkbox"/>	13. Make huge requests of your current clients so they produce breakthroughs in their lives.
<input type="checkbox"/>	<input type="checkbox"/>	14. Give unexpected gifts to your clients.
<input type="checkbox"/>	<input type="checkbox"/>	15. Fire the client who is proving to be unwilling or not ready. Do not hang on.
<input type="checkbox"/>	<input type="checkbox"/>	16. Host a monthly evening seminar or luncheon for current clients and their associates.
<input type="checkbox"/>	<input type="checkbox"/>	17. Mentor another coach.
<input type="checkbox"/>	<input type="checkbox"/>	18. Have a strong opening line which attracts, but does not hard-sell.
<input type="checkbox"/>	<input type="checkbox"/>	19. Package your coaching services for what the market wants to buy, not just what you want.
<input type="checkbox"/>	<input type="checkbox"/>	20. Set the proper fee for where you are currently in your professional development.
<input type="checkbox"/>	<input type="checkbox"/>	21. Set up a phone line and office - be in business.
<input type="checkbox"/>	<input type="checkbox"/>	22. Have a 12-month practice plan and budget which is extremely conservative.
<input type="checkbox"/>	<input type="checkbox"/>	23. Keep your day job.
<input type="checkbox"/>	<input type="checkbox"/>	24. Take all of the self-assessment tests so you know what it's like for the client.
<input type="checkbox"/>	<input type="checkbox"/>	25. Ask 3 friends or associates if you can coach them for 90 days for whatever fee they wish.

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