

## Sequential Steps Exercise

Now that you've determined the total sequential steps necessary for your client to get results, the next challenge is to determine what training, coaching, deliverables, exercises, or homework will be required to lead the client through those steps.

The easiest way to do this is to take the complete, detailed, and exhaustive list of EVERYTHING he'll need to do to achieve his result

And then imagine you are working 1-1 with a client with the goal of the result your training provides, and then systematically ask yourself, what exercise, training, lesson, or homework can I give this client that when he does it, he will get the results promised?

For example, think about each step in the sequential list you created in the prior exercise, then for each step in that sequential list, what is the BEST way to convey your knowledge AND to stimulate your client to DO that step (to get the result).

Think about it this way: in order for your client to get results, she'll have to DO the things that get results.

But it's easy to think of it as a basket of things to do, because you are the expert.

But your client is not an expert, and for him to actually DO the things that get results, those things will have to be spelled out pretty simply AND your client must be given directions in the smallest possible chunks, for each step to take.

So . . .

It's time to create yours!

Write out, for each item on your sequential list of things your client should do or must accomplish, what is the training and directive (exercise, homework, etc.) that your client needs to do to accomplish each item on the list.

Using the Sequential Steps Example from the Earlier Lesson, here's an example of the training or directives for some of the steps:

For example:

Let's say you teach blogging:

Step 1: Choose a domain name and create USP

training or directive: Write a document (imagine this document/lesson as an example) that teaches how to effectively choose a powerful domain name. Teach how to create a USP, giving the formula and instructions. Give reference books or materials (for example, the MicroScript Rules by Bill Schley

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

training or directive: Write a document teaching what is important in choosing a web host. Explain the problem with lowest-cost web hosting. Offer a solution (perhaps recommend the web hosting you use, with an affiliate link so that you earn a commission if your client enrolls).

### Step 3: Install wordpress

training or directive: Write a document or record a video showing how to install wordpress.

### Step 4: Configure wordpress for your ideal blogging schedule

training or directive: Write a document or record a video showing how to configure wordpress posts, pages, or custom posts to the specifications you teach in your proprietary system.

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

training or directive: Write a document teaching how to create a 10 x 10 matrix (or share mine, google: Sean Mize 10 x 10 Matrix)

### Step 6: Start writing blog posts

training or directive: Write a document or record a video showing how to write blog posts.

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

training or directive: Write a document or record a video showing how to invite others to guest post on their website.

### Step 8: Add sharing buttons using a wordpress sharing plugin

training or directive: Write a document or record a video showing how to add sharing buttons using a wordpress sharing plugin. You could include a link to an article with several choices reviewed, or a link to your favorite option.

And so on . . .

Here's another example:

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Let's say you teach psychology for im success:

Step 1: Introduction to why psychology matters

training or directive: Write a document or record a video teaching why psychology matters

Step 2: Understand the 7 different psychological frameworks for success

training or directive: Write a document or record a video teaching the 7 different psychological frameworks for success

Step 3: The first psychological framework for success

training or directive: Write a document or record a video teaching the first psychological framework for success

Step 4: The second psychological framework for success

training or directive: Write a document or record a video teaching the second psychological framework for success

Step 5: The third psychological framework for success

training or directive: Write a document or record a video teaching the third psychological framework for success

Step 6: The fourth psychological framework for success

training or directive: Write a document or record a video teaching the fourth psychological framework for success

Step 7: The fifth psychological framework for success

training or directive: Write a document or record a video teaching the fifth psychological framework for success

Step 8: The sixth psychological framework for success

training or directive: Write a document or record a video teaching the sixth psychological framework for success

Step 9: The seventh psychological framework for success

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training or directive: Write a document or record a video teaching the seventh psychological framework for success

Step 10: Integrating the 7 psychological frameworks for success

training or directive: Write a document or record a video teaching how to integrate the 7 psychological frameworks for success

Step 11: Advanced Mastery

training or directive: Write a document or record a video teaching advanced psychological im success methods.

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

Now it's YOUR turn!

Sean Mize