

The 5 Step Path from Employee to Entrepreneur

Step 1: Foundation:

Mindset:

- Commitment is Key!
- Stay true to your dream
- Welcome the challenges
- Honor your lessons and learn
- Embrace growth in all aspects

Vision/ Mission

- What is your why?
- What is your dream?
- How do you help?
- Be committed to this!

Value Proposition

- What is the real value you give?
- Why do your clients like you?
- How do you stand out?

Your Product or Service:

- What problems do you solve?
- Why do people need you?
- Who is your true tribe?
- How will you offer it to the world?

PICK YOUR LAUNCH DATE NOW

Step 2: Structure:

Money:

- Where are you now?
- What is the minimum you have to earn?
- Manage the gaop

Time:

- Splitting your time
- Set up weekly calendar
- Honor your own business now
- Accept working hard to reap reward

Your customers:

- Where are they?
- How will you reach them?
- How can you best communicate with them?
- What keeps them up at night?

Enrollment:

- determine your enrollment flow
- Provide value throughout
- Document the process

What can you start doing NOW?

Step 3: Execution:

Preparation:

- Mindset check
- Know the plan
- Have everything ready
- Focus on the dream
- Set desired objective

Strategy:

- Time
- Marketing
- Enrollment
- Know next steps
- FOLLOW UP!

Execution:

- Start with 1 strategy
- Define parameters (time frame, process, etc.)
- Get it done
- Track as you go

Next Steps:

- Specific actions for after success
- Yes / No response
- How else must you follow up and follow through?
- anything / anyone else?

Step 4: Assessment:

Review!

- TRACK EVERYTHING!
- Review the process
- review results
- Make adjustments

Brainstorm:

- Focus on Success
- Tweak process / scripts
- Prepare as needed

Next Steps:

- Document learning
- Document "tweaks"
- Add "next time to do"
- Re- execute if working

Your Plan:

- Have it ready
- Only focus on the First 3 months
- Daily tasks in place
- Determine what you will do on your very first day

Step 5: LAUNCH!

CELEBRATE:

- Tell EVERYONE!

Get Support

- YOU NEED IT!

EXECUTE THE PLAN!



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