

Course 1 Module 4 Successful Business Building Steps

Lesson 1 Overview of Course 1, Module 4 (1:23)

Lesson 2 Building Your Business Around Your Life (3:43)

Yearly Calendar Handout: <https://www.theegotameracademy.com/wp-content/uploads/2020/05/Calendar-2020.pdf>

Link to TimeAndDate.com: <https://www.timeanddate.com/>

Lesson 3 Your Schedule and Office Hours (6:24)

Blank Monthly Calendar: https://www.theegotameracademy.com/wp-content/uploads/2020/05/Blank_Monthly_Calendar.pdf

Link to TimeAndDate.com: <https://www.timeanddate.com/>

Lesson 4 Your Designated Business Phone (15:34)

Link to Designated Phone Checklist: https://www.theegotameracademy.com/wp-content/uploads/2020/05/TET_Mentoring_C1_M4-Designated_Phone_Checklist.pdf

Lesson 5 Creating Your Free Zoom Account (4:07)

Link to Create Zoom Account: <https://zoom.us/>

****Lesson 6 Assignment: Submitting Your Business Information (1:22)**

Course 2 Module 4 Successful Business Building Steps

Lesson 1 Welcome and Overview of Course 2, Module 4 (3:20)

Lesson 2 Client Intake Form - Definitions and Personal Data (8:32)

Pre-Lesson Handout: https://www.theegotameracademy.com/wp-content/uploads/2020/05/C2-M4-Lesson_1-Client_Intake_Form.pdf

Lesson 3 Client Intake Form - Three Questions for Clients (5:57)

Lesson 4 Client Intake Form - Agreement with Terms and Disclaimer (2:39)

Lesson 5 Client Release and Signature and Assignment 1 (2:35)

Pre-Lesson Handout: https://www.theegotameracademy.com/wp-content/uploads/2020/05/Course_2-Module_4-Lesson_6-Circles_of_Influence-Ask_for_Introductions.pdf

**** Assignment: Create your first Client Intake Form and submit it to Jan for review**

Lesson 6 Circles Of Influence (6:48)

Pre-Lesson Handout: https://www.theegotameracademy.com/wp-content/uploads/2020/05/Course_2-Module_4-Lesson_6-Circles_of_Influence-Ask_for_Introductions.pdf

Lesson 7 Ask for Introductions (1:56)

Lesson 8 Assignment for Ask for Introductions (2:56)

****Assignment: Make a list of 100 people you want to speak with; Tap on PR; Set a goal for the number of people you will speak with.**

Post questions on Facebook page in the Circles of Influence Questions Thread

Lesson 9 Alphabet Soup 1: ABCs of Your Topic and Assignment (7:36)

Pre-Lesson Handout: https://www.theegotameracademy.com/wp-content/uploads/2020/05/Course_2-Module_4-Lesson_9-Alphabet_Soup1-ABCs_of_Your_Topic.pdf

****Assignment: Create Topic Master List; List at least 10 Topics; Write a 300+ word Article; Share your 3 Favorite Topics in the FB Group**

Course 3 Module 4 Successful Business Building Steps

Lesson 1 Overview of Module 4 (2:40)

Lesson 2 People Are Your Business-Yes Do Lunch (4:43)

Pre-Class Handout: https://www.theegotameracademy.com/wp-content/uploads/2020/06/Course_3-Module_4-Lesson_2-Yes_Do_Lunch-Pre-Class.pdf

Lesson 3 The F.O.R.M. Method (6:45)

Lesson 4 Let's do coffee Interviews (6:03)

Lesson 5 Assignment for Module 4 (5:12)

****Assignment: Gather your Business Cards and identify your ideal client; Share what you are doing in the Facebook Group**

Course 4 Module 4 Successful Business Building Steps

Lesson 1 Welcome and Overview of Module 4 (2:39)

Lesson 2 The ABCs of Your Ideal Client-An Overview (2:23)

Lesson 3 ABCs of the Ideal Client (3:21)

Pre-Class Handout: https://theegotameracademy.com/wp-content/uploads/2020/06/Course_4-Module_4-Lesson_3-1-ABCs_of_Ideal_Client.pdf

Adjectives that Describe My Client Handout:

https://theegotameracademy.com/wp-content/uploads/2020/06/Course_4-Module_4-Lesson_3-2-Client_Adjectives.pdf

Lesson 4: 50+ Questions (3:48)

50+ Questions About My Client Handout:

https://theegotameracademy.com/wp-content/uploads/2020/06/Course_4-Module_4-Lesson_3-3-50_Questions.pdf

Lesson 5 Write Their Backstory (1:45)

Lesson 6 **Assignment: Telling Your Client Story (3:39)

Online Form (Not Used for this Class): <https://theegotameracademy.com/tet-tapping-mentoring-client-story-form>

Printable Client Information Form:

https://theegotameracademy.com/wp-content/uploads/2020/07/Course_4-Module_4-Lesson_6-Your_Ideal_Client.pdf

Course 5: Module 4 Successful Business Building Steps

Lesson 1 Enrollment Calls (3:28)

Handout Link (12 Steps): https://theegotameracademy.com/wp-content/uploads/2020/07/Course_5-Module_4-Lesson_1-Jan_12_Steps_for_Enrollment_Calls.pdf

Handout Link (Client Intake Form): https://theegotameracademy.com/wp-content/uploads/2020/07/Course_5-Module_4-Lesson_1-Jan_Client_Intake_Form.pdf

Lesson 2 Jan's 12 Steps to the Enrollment Call (19:42)

Handout Link (12 Steps): https://theegotameracademy.com/wp-content/uploads/2020/07/Course_5-Module_4-Lesson_1-Jan_12_Steps_for_Enrollment_Calls.pdf

Lesson 3 Example Enrollment Call (42:07)

Handout Link (Assignment 1-Client Intake Form Review): https://theegotameracademy.com/wp-content/uploads/2020/07/Course_5-Module_4-Lesson_3-Your_Turn-Assignment_1.pdf

Handout Link (Assignment 2-Create Enrollment Call Process): https://theegotameracademy.com/wp-content/uploads/2020/07/Course_5-Module_4-Lesson_3-Your_Turn-Assignment_2.pdf

Handout Link (Assignment 3-Practice an Enrollment Call): https://theegotameracademy.com/wp-content/uploads/2020/07/Course_5-Module_4-Lesson_3-Your_Turn-Assignment_3.pdf

(NEED TO ADD PRACTICE AN ENROLLMENT CALL

Course 6 Module 4 Successful Business Building Steps

Lesson 1 Welcome and Overview (11:50)

Pre-Class Handout (Sample General Office Information Form): https://theegotameracademy.com/wp-content/uploads/2020/08/General_Office_Information-Jan_Luther-2020.pdf

Lesson 2 Session Pricing (8:35)

Lesson 3 Session Package Pricing (5:12)

Lesson 4 Full Price vs Practice Session Pricing (1:38)

Lesson 5 Tapping on PR for Friends and Family Pricing (15:36)

Lesson 6 Assignment for Module 4 (1:16)

****Assignment: Submit General Office Information Form (including pricing)**

Course 7 Module 4 Successful Business Building Steps

Lesson 1 Introduction to Module 4 (5:36)

Lesson 2 The ABCs of Your Topic (Written Lesson)

Lesson PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_2-ABCs_of_Your_Topic.pdf

Lesson 3 The ABCs of Your Ideal Client (Written Lesson)

Lesson PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_3-ABCs_of_Your_Ideal_Client.pdf

Lesson 4 PR You May Need to Tap On (Written Lesson)

Lesson PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_4-PR_You_May_Need_to_Tap_On.pdf

Lesson 5 Presenter's Outline and Template (Written Lesson)

Lesson PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_5-Presenters_Outline_and_Template.pdf

Template PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_5-Presenters_Template.pdf

Template (Blank) PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_5-Presenters_Template_Blank.pdf

Workshop Handout PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_5-Workshop_Handout.pdf

Lesson 6 Presentation Tips (Written Lesson)

Lesson PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_6-Presentation_Tips.pdf

Sample Workshop Release Form PDF Link:

https://theegotameracademy.com/wp-content/uploads/2020/09/Course_7-Module_4-Lesson_6-Sample_Workshop_Release.pdf