



# Align & Lead Business Mentorship

## Phase 2 Checklist

**YOU WILL OFFICIALLY BE COMPLETED PHASE 2 ONCE YOU COMPLETE THIS CHECKLIST, THEN YOU WILL BE READY TO MOVE ONTO PHASE 3!**

- Continue promoting your lead magnet AND growing your list
- Watch Phase 2 video trainings
- Complete worksheets associated with each training
- Book in with Sam for a strategy call
- Book in with Vanessa for your phase 2 tech + copy call
- Attend weekly coaching classes
- Create your webinar slides
- Choose a date for your webinar
- Write your webinar push to show emails
- Write your webinar follow up emails
- Send your content to your tech team (Vanessa and Maria) so they can set up your webinar funnel
- Promote your webinar funnel
- Establish a habit of sending a weekly email to your list
- Host your webinar
- Start creating your signature coaching service or program and get clear on your pricing
- Setup an online call scheduler via Calendly, Acuity Scheduling, Practice Better or whichever platform works best for you (those are our favourites!)
- Get on sales calls and hone in on your sales skills

**POST YOUR QUESTIONS INSIDE THE FB GROUP AND TAG THE TEAM TO LET US KNOW WHERE YOU NEED HELP AND SUPPORT. THIS CHECKLIST IS A GUIDELINE, TALK TO YOUR COACHES ABOUT CUSTOMIZING YOUR NEXT STEPS.**