

**12 BUSINESS SYSTEMS EVERY COACH NEEDS**

Thursday March 18 @ 8 PM Eastern



**HI I AM MICHELLE**

- Coaching for over 15 years
- BCC & MS in eCommerCe & Online Learning
- ICT faculty member for nearly a decade
- Host of the podcast: *Divorce Sucks Your Life Doesn't Have To*
- Strategic Digital Creative
- Mom to two awesome kiddos! ☺

**Michelle M. Ellis**  
M.S.E.D., M.S.E.C., B.C.C.

**MY PROMISE TO YOU**

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- This is being recorded and the link will be sent out
- I will honor your time & provide value
- You will have actionable insights at the end of this training
- I have a Q & A session at the end
- I will remain until all your questions have been answered

## THOUGHT

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- ✓ What Grand Master Chess players know that coaches need to know.
- ✓ Why you need systems in your business.
- ✓ What systems you need in place in order to scale your business.

## WHAT GRAND MASTER CHESS PLAYERS KNOW THAT COACHES NEED TO KNOW !

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- Amateurs think 1-3 moves ahead.
- Pro Levels think 4-5 moves ahead.
- Masters think 6-10 ahead.
- Grand Masters think 11-15 ahead.



## GET CLEAR ON TWO KEY THINGS

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1. Who do you want to be?
2. How do you want to make your money?



## ONE WORD....

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The one word you need to completely own in your life and business is:

**DECISION**

## WHAT IS A BUSINESS SYSTEM ?

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A system is a course of actions designed to achieve a specific result



## WHY YOU NEED SYSTEMS IN YOUR BUSINESS

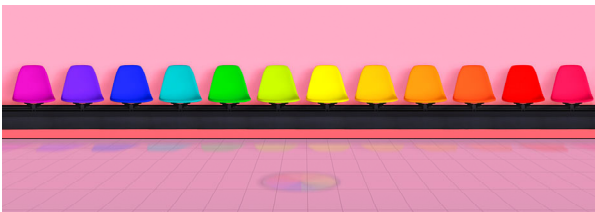
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1. Like employees
2. Focus on what is important
3. Work when you don't

## 12 BUSINESS SYSTEMS YOU NEED

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## DISCLAIMER

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I don't gain from sharing these particular resources with you.

SYSTEM # 1

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- System for gaining traffic/  
potential clients

SYSTEM # 2

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- Sales Funnel System

SYSTEM # 3

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- Payment System



SYSTEM # 4

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- Invoicing & Accounting System



SYSTEM # 5

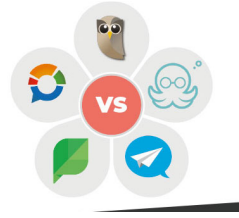
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▪ Onboarding System

SYSTEM # 6

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▪ Social Media Posting System

SYSTEM # 7

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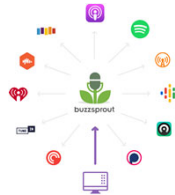
▪ Creative Creation System



SYSTEM # 8

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▪ Podcast & Video Creation System



SYSTEM # 9

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calendly

- Client Scheduling System

SYSTEM # 10

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- Content Library System



teachable

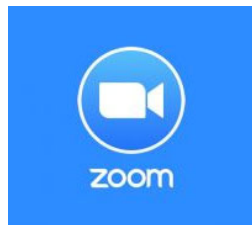


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SYSTEM # 11

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- Webinar System



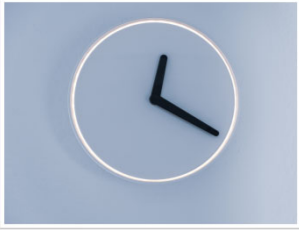
SYSTEM # 12

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- Email System



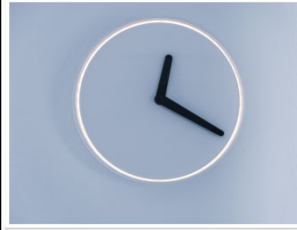
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MASTER

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THANK YOU

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Q & A