

How To Discover The Steps of Your Signature System

COACH:

- Have a pen, at least 7 sheets of white paper, and a notebook or clipboard to hold your paper so you can write on it while walking with your client.
- Ask your client for 1-3 key results their clients will get when working with them—write those down.
- Ask your client to make sure they have about 5 feet in front of them.
- Ask your client to imagine a line in front of them, about 5 feet long, and at the end of that line are the 1-3 results.
- “We’re going to discover the steps that get your clients to that result. In just a moment, I’m going to ask you to step forward and discover what the first step is to achieve (insert 1-3 results)”.
- “When you’re ready, go ahead and step forward and I’ll step forward with you”.

NOTE: When client steps forward, let them land and discover what the step is—watch for the client trying to think about it in their head—we don’t want that—we want it to come from the body, from the new physical space they are standing in. If client gets stuck in their head, have them go back to starting line and try again.

COACH:

- Write down first step, then ask...
- “In order to get (insert 1-3 results), the first step is to (insert first step), let’s take the next step forward to discover the second step—when you’re ready step forward and I’ll step with you”.

NOTE:

- Repeat this until client feels like there are no more steps to get to results (ideally you want 3-7 steps).
- When you have all the steps, ask your client to go back to the beginning of the line. Ask them to step forward as you read back each step, and to check in on their body to notice if the step feels right. If not, let the client change the step.
- Go through this until they can step through all steps in the line and it feels right in their body.
- Then ask client to grab a piece of paper so they can write down their steps, or you can offer to take a picture of the steps in your notes and send the picture to them.