

COURSE OUTLINE

WEEK
0

Welcome to the program and how it will work

- Welcome to Six Figure Tribe!
- Accountability and how to prepare each week
- What to expect from the course

WEEK
1

Video One - Accountability

- Where you currently are and taking next steps to improve and grow
- Create a road map and plan
- Determine the actions we need to take to get there

WEEK
2

Video Two - Killer Consultations

- How to use open-ended questions to give your clients exactly what they want
- Educating your client and letting them feel heard
- Become a more effective communicator

WEEK
3

Video Three - Rockstar Retail

- How to have your clients buy more retail from you without being "sales-y"
- Simple techniques and scripts to use
- Earn higher profits and retain clients

WEEK
4

Video Four - Booked Rocked Solid

- Secrets to rebooking your clients
- Scripts that increase productivity and support future sales
- Stop struggling with gaps between appointments

WEEK
5

Video Five - The Wow Factor

- Create a unique customer experience and set yourself apart from your competition
- Market like a PRO
- Create a marketing plan and referral scripts

WEEK
6

Video Six - Rockstar Income

- Get clear about your financial goals
- Maintain control over your financial health
- Create your dream paycheck!

WEEK
7

Video Seven - Implementation of Instant Income

- We'll also cover accountability and what's next for you

COURSE OUTLINE

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Video Eight - Pulse Check

- Take personal inventory
- Review key components of Instant Income
- Understand the Six Figure traits

WEEK
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Implementation

WEEK
10

Video Ten - Communication

- Review the true meaning of communication
- Four steps to great communication
- How to resolve a conflict at work

WEEK
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Implementation

WEEK
12

Video Twelve - Take Inventory of Your Numbers

- Understand your financial goals
- Story of your numbers
- Learn to go from burn out to inspired

WEEK
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Implementation

WEEK
14

Video Fourteen - Rock Solid Rebooking

- Take control of your books
- Marketing tools to drive your ideal clients

WEEK
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Implementation

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Video Sixteen - Client Retention

- Importance of retention
- Retention cycle
- How to retain your ideal clients

COURSE OUTLINE

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Implementation

WEEK
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Video Eighteen - Charge Your Worth

- Charge your worth
- Identify your productivity
- What's your money story?

WEEK
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Implementation

WEEK
20

Video Twenty - Service Pricing

- Set your menu up for profit
- Price increase formula
- How to communicate your price increase

WEEK
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Implementation

WEEK
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Video Twenty Two - Marketing Guru

- What is marketing
- Identifying your target audience
- Marketing schedules made easy

WEEK
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Implementation

WEEK
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Video Twenty Four - Wrap It Into a Bow

- What are the next steps for you
- Accountability
- New habits to success

WEEK
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Week Twenty-Five - Follow up with a coach! Set up your one on one call with your coach to discover what is next for YOU!