**Creating Your Proprietary System:**

**Questions to Answer**

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What are the current steps of how you take a client from where they are to the results they want?

What is your current methodology, even if you think you do something different for everyone?

What do they need to do on a consistent basis, that they’re not doing now on their own?

What do they need to learn?

What kind of support do they desperately need from you? Accountability?

To the best of your ability right now (remember this is about imperfect action) what would you do for your ideal client to ensure (even guarantee!) that they receive the results you provide?