

Sample Outline of Your LIVE VIP Day

Section #1 (60 to 90 minutes) from 9:00 am to 10:30 am

- Welcome client to the call and reaffirm WHY they are investing in this program
- Establish outcomes and results
- Describe how the day will flow
- Teach Step #1
- Give assignment and take them through it together

Break from 10:30 am to 10:45 am

Section #2 (60 to 75 minutes) from 10:45 am to Noon

- Discuss assignment and answer questions
- Teach Step #2
- Give assignment and take them through it together

Lunch Break from Noon to 12:45 pm

Section #3 (45 to 60 minutes) from 12:45 pm to 1:45 pm

- Discuss assignment and answer questions
- Teach Step #3
- Give assignment and take them through it together

Break from 1:45 pm to 2:00 pm

Section #4 (45 to 60 minutes) from 2:00 pm to 3:00 pm

- Discuss assignment and answer questions
- Teach Step #4
- Give assignment and take them through it together

Break from 3:00 pm to 3:15 pm

Section #5 (30 to 45 minutes) from 3:15 pm to 4:00 pm

- Discuss assignment and answer questions
- Teach Step #5
- Give assignment and take them through it together
- **Complete by asking what they're take-a-ways, action steps they'll take immediately (10-15), next step regarding working with you (your "up sell"). TOTAL TIME ESTIMATE = 7 hours.**

Bonus Tip: After program ALWAYS send email to reconnect and offer help/up sell.