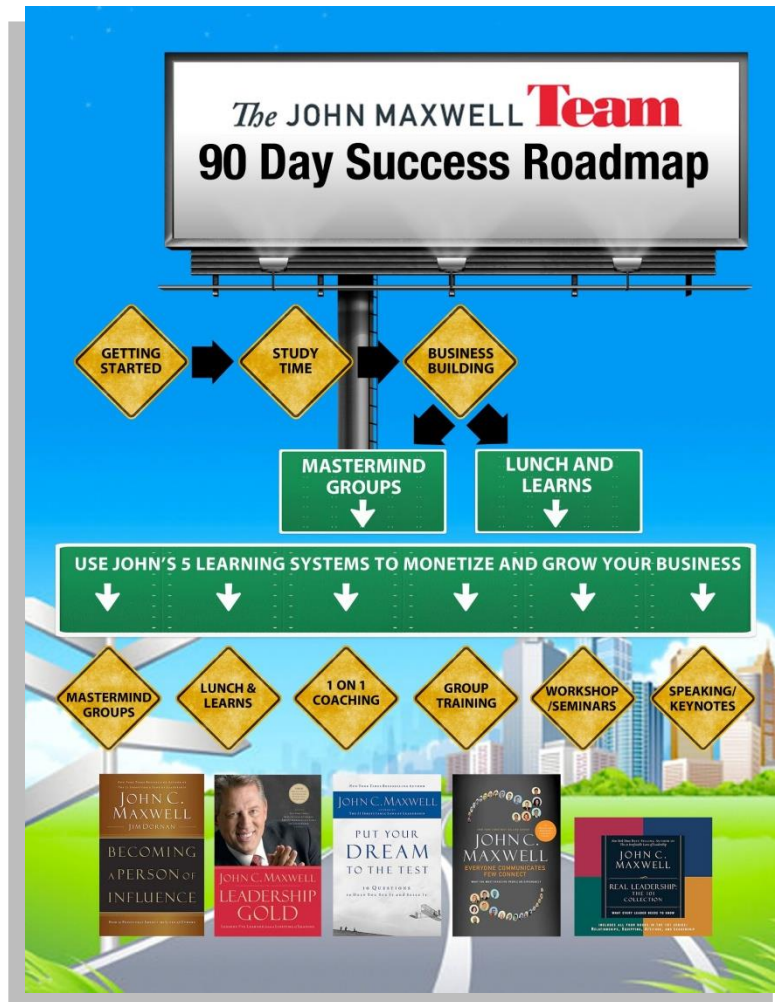


JOHN C. MAXWELL CERTIFICATION PROGRAM

# Week Ten – ACTION ITEMS

## 90 DAY SUCCESS ROADMAP 2.0



## 90 Day Success Road Map

### Week Ten

#### I. EXERCISE: The History of Your Future

##### 30 Minute First Time Free Coaching

##### THE HISTORY OF YOUR FUTURE

The exercise is designed to help your potential or current client in two ways:

1. Begin the coaching relationship by going as deep as fast as possible
2. Break through an existing sense of being "stuck" during an ongoing coaching relationship

This is a "Try before you buy" free 30 minutes of coaching you can offer to introduce clients to what coaching can do for them. The effectiveness of this process is that it allows the client to dive fairly deep at a rapid pace while remaining safe and not forcing too much exposure before they are ready. This process accomplishes the following:

1. As stated above, guides the client fairly deep at a rapid pace
2. Remains client centered
3. Allows the client to experience your coaching skills without a greater exposure than they may be initially willing
4. Can be done in a group as well as privately and still maintain full confidentiality
5. Goes immediately to the core of the purpose of the coaching relationship from the very beginning.

This process is called, "**The History of Your Future**".

#### II. ASSIGNMENTS FOR THIS WEEK

1. Read Chapters 15-21 in the book, "*21 Irrefutable Laws of Leadership*"
  - a. Watch John's Videos on the same
  - b. Continue with John's Videos and/or Scott's Audio's
  - c. Continue to write "Your story" for each law.
2. Keep practicing and scripting your "5 Minute" talk. Make sure it is not even a single second longer than five minutes...you will get cut off!!!

3. Watch Roddy's video found under the Live Event tab
4. Download "**The History of Your Future**" exercise and put it in your Business Building Binder #3
5. Reach out to someone in this group and connect and coach each other through The History of Your Future exercise.
6. Keep developing the three key systems for your business:
  - a. Lead Generation
  - b. Client Conversion
  - c. Client Fulfillment
7. We have three weeks left. Bring some great questions to the Q&A next week.

## **ATTACHMENTS:**

- The History of Your Future