



5 Day
Course

Flash List!

Grow your list in a flash!

Learn how to create a killer
opt in that get clients to fall in
love with YOU at first sight!

xo!
Mirinda

Crushing Goals Like A Champ!

Goals? Umm....

Yep. This is where it all starts. If you want to crush goals, you got to make them first. I promise this will be quick and painless (and may actually be fun). Ready....??

1

Why do you want to build a list?

Because it sounds like fun? You've always wanted a list from the time you were 5? Seriously, why is it important to you to build one NOW and not 1 year from now?

2

What's your current list size?

You're list size is safe with me...wink wink!

Let's get real (with numbers).....

Here's the bad news every person on your list won't buy from you. Yes, shocker right?

But the good news is on average 1% of your list buys from you. Meaning if you have 100 people on your list, 1 person will buy from you. Why is this good news?

Because this average gives you a starting point for predicting the list size you need to hit all of your sales goals. No more mystery behind making money in your business.

Of course I can't promise that 1% will always buy. If you don't nurture your list, growing it means diddly squat and you probably will get zero bites. OR you could be a total rockstar everyone envies because you absolutely crush it with a small list and way more than 1% buys. This number is a guide. As you grow, start tracking what percent of your list buys so you can get the real RAW truth on what you need to do.

3

What's your income goal for this month?

This section is called getting real. Be real here too. If you're making \$0, don't be expecting to make \$20K this month. No pie in the sky unrealistic goals here. You can do that later (and I won't look, I promise).

4

How much are you selling your product / service for?

If you have more than one thing your selling, do the average or pick the best seller you want to focus on. Trying to keep things simple here (you can thank me later for keeping it simple).

5

How many do you need to sell to hit your monthly income goal?

If you have a higher ticket item and need to hop on the phone with people, factor in your sales conversion rate. If you don't know what I'm referring to, don't worry about it...it probably doesn't apply to your business.

6

How many people do you need on your list meet your sales goal?

Assume that 1% buy from you or use your actual percentage if you know it. Again, 1% is a rough guide to use.

7

What's total number of people you need to add to your list?

Step 6 – Step 2. And that is the number you are aiming for this month. If this number feels like Holy Smokes, that'll never happen type of a number, go back and adjust your income goal for the month. Same thing goes if the number feels like a piece of cake to hit.