

Sales Automation Checklist

- Booking System - people should automatically be able to book a call with you. (You can have this integrated into your actual website or through a third party) ex: Calendly
- Automated Text Messages each time someone books a call with you. (This alerts you every time someone books a call with you)
- Automated Purchasing Process for digital services
- Landing page & Funnel - Hire a web developer www.johnthedeveloper.us OR create your own funnel if you're tech savvy.
- Exclusy.com (is a CRM system that keeps you organized to collect payments, manage invoices & keep your coaching business organized)
- Freebie - warm your audience up to you for free (sample) training, workshop, etc.
- Email Marketing Templates - Saves time with email list (Mailchimp)
- Voicemail Setup - Business Inquiries (Google Voice)
- Creating a Course - People have access to you anytime while you're asleep
- Content Templates - Saves time with creating content while still leading to more conversions