

Successinar Formula

Webinars done crazy good



SUCCESSINAR PLANNING WORKSHEET

Below is the outline you should use in planning your Successinars. I have put in reminders for the specific strategies in parenthesis.

1. Grab Attention (you demonstrate R, I, S and you use either C,S or C):

2. Challenge/ Promise #1:

Challenge/ Promise #2:

Challenge/ Promise #3:

3. Imprison Your Attendees (use T,A,V,MM,CL,PDF,WR,SW):

4. Why You (E,F,F):

5. Solution 1:

Part A (3RI):

Part B (S):

Part C (3BS):

Part D (PB use SAM):

6. Q & A (SQ)

7. Solution 2:

Part A (3RI):

Part B (S):

Part C (3BS):

Part D (PB use SAM):

8. Solution 3:

Part A (3RI):

Part B (S):

Part C (3BS):

Part D (PB use SAM):

9. Q & A (SQ)

10. Transition (as I promised):

11. Why Now (big reason in addition to sale/ availability benefits):

12. Offer:

- Be sure to use the Power Boosters throughout your Successinar.
- Be sure to use Power Shifts throughout your Successinar at every 8 minutes.
- Include the discoveries you made in the Foundation Worksheets 1 & 2.

I look forward to hearing of your success!

Geoff