

Welcome to the 6 Figure Program

This is a guide to your first few weeks in the program

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	
WEEKLY	<p>STEPS TO SUCCESS</p> <p>WHY Set your intentions for the week and GET STUFF DONE</p> <p>WHERE Post in the FB Group</p> <p>HOW Watch out for the training link!</p>	<p>DASHBOARD DOMINATION</p> <p>WHY Review your numbers and read the signs</p> <p>WHERE Fill in the form</p>	<p>BASECAMP (OPTIONAL)</p> <p>WHY Stay on track and get inspired to perform</p> <p>WHERE Zoom meeting at 9:15 AM</p> <p>HOW Click here to join: https://us02web.zoom.us/j/2_56996741</p>		<p>BASECAMP (OPTIONAL)</p> <p>WHY Stay on track and get inspired to perform</p> <p>WHERE Zoom meeting at 9:15 AM</p> <p>HOW Click here to join: https://us02web.zoom.us/j/2_56996741</p>
MONTHLY		<p>CALIBRATION PARTY (VITAL!)</p> <p>WHY Recalibrate to maintain flow and smash your goals</p> <p>WHERE Zoom meeting last Tues of the month at 9 - 11 AM</p> <p>HOW Click here to join: https://us02web.zoom.us/j/4_26779871</p>	<p>FOUNDATION CALLS (OPTIONAL)</p> <p>WHY Core learnings to boost your skills and mindset</p> <p>WHERE Zoom meeting 3rd Wed of the month at 1 PM</p> <p>HOW Click here to join: https://us02web.zoom.us/j/4_26779871</p>		

WEEKLY

BASECAMP

Stay on track and get inspired to perform

STEPS TO SUCCESS

Set your intentions for the week and Get Stuff Done

DASHBOARD

Review your numbers and read the signs

MONTHLY

CALIBRATION PARTIES

Recalibrate to maintain flow and smash your goals

FOUNDATION CALLS

New learnings to boost your knowledge and mindset

QUARTERLY

EXCLUSIVE RETREATS

Total immersion and intense training for rapid acceleration

QUARTERLY CLARITY

Perfect planning and feedback

THE INITIATION COURSE GUIDE

INTRODUCTION

The 6 Figure Member Guide

- Video 17:30 mins

<https://6figu.re/lessons/the-6fig-member-guide/>

Kick-Off Training

- Video 30:24 mins

<https://6figu.re/day/kick-off-training/>

Dashboard Domination Overview

- Video 24:37 mins

<https://6figu.re/day/dashboard-domination-and-critical-data/>

Retreats and Your Quarterly Planning

- Video 15:34 mins

<https://6figu.re/lessons/retreats-and-your-quarterly-planning/>

INITIATION STEP 1: ANSWER THE CALL

Your 6 Figure Week

- Video 12:46 mins

<https://6figu.re/day/your-6-figure-week/>

Create Your Time

- Video 57:40 mins

<https://6figu.re/day/create-your-time/>

Read Your Map

- Video 49:50 mins

<https://6figu.re/day/read-your-map/>

Accept Your Mission

- Video 51:37 mins

<https://6figu.re/day/accept-your-mission/>

INITIATION STEP 2: CRAFT YOUR TOOLS

Serve Your People

- Video 43:40 mins

<https://6figu.re/day/serve-your-people/>

Find Your Magic

- Video 77:46 mins

<https://6figu.re/day/find-your-magic/>

Forge Your Tools

- Video 50:41 mins

<https://6figu.re/day/forge-your-tools/>

INITIATION STEP 3: CHANGE THE WORLD

Define Your Strategy

- Video 73:44 mins

<https://6figu.re/day/define-your-strategy/>

Master Your Money

- Video 107:54 mins

<https://6figu.re/day/master-your-money/>

Impact Your Community

- Video 61:56 mins

<https://6figu.re/day/impact-your-community/>

Initiation Graduation

After the Initiation

- Video 4:40 mins

<https://6figu.re/lessons/after-the-initiation/>

CALIBRATION PARTIES

INSTRUCTIONS

How to Prepare for your party

Why?

The Purpose to the Calibration Parties is to calibrate what's happened in your month and keep you ON TRACK with your actions and outcomes.

What?

Calibration Planner on the last Tuesday of the month

How?

- Report in on the previous month – this is the CURRENT month we are in. Tick off what you have done.
- Set your action steps for the month ahead – plan your NEXT month to get feedback on it or to answer any questions etc.
- They take about 10-15 mins to prepare for.
- All the information you need for what goes on your next month comes from your Quarterly Planner (this was done with James and I and in the future will be planned for at retreats).
- Anything that wasn't accomplished this month – EITHER carries over to the following month or you decide not to do it because it's no longer a priority.
- If you can't make it for some reason – please still submit your planners to the FB Post.
- Stay on track with your progress!
- If you can only do 1 thing with us LIVE per month – DO THIS. I truly believe it's worth moving clients for or staying up late for.
- This is a CALIBRATION of what worked and what didn't. There is Zero Judgement. What it does do is set you up for success long term in your business.
- Parties take place:
 - On the LAST TUESDAY of each month
 - At 9 am – 11am Victorian Time
 - [See what time this is for you](#)
- To see more click here:
 - <https://6figu.re/topic/planning/>

WEEKLY PLANNER Create YOUR Perfect Working Week



Message Times
Laundry
Self Care
Family Time
Time for working ON the
business 1-3 Hours a week

	Momentous Monday	Tremendous Tuesday	Wonderous Wednesday	Thunderous Thursday	Phenomenal Friday	Saturday	Sunday
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6 FIGURE SCALE PLAN

1-3 YEAR WIGs BLUEPRINT PLANNER

PURPOSE – To become super clear and specific about your future goal and raise the standard you set for yourself.

INSTRUCTIONS – Create a goal for what your business will look like with these pillars installed, to clearly direct every action you take.

CURRENT SIT REP		
Today's date:		
Monthly turnover:		p/a:
Monthly profit:		p/a:
Time per week:		



WIGS COMPLETE		
Today's date:		
Monthly turnover:		p/a:
Monthly profit:		p/a:
Time per week:		

PILLAR BLUEPRINT MANUAL LEVERAGED

SOLO		TEAM		EVENT		PROGRAM	
Pillar priority		Pillar priority		Pillar priority		Pillar priority	
Turnover p/m:		Turnover p/m:		Turnover p/m:		Turnover p/m:	
Profit p/m:		Profit p/m:		Profit p/m:		Profit p/m:	
Time p/w:		Time p/w:		Time p/w:		Time p/w:	
Treatments p/w:		Treatments p/w:		Workshops p/a:		Price point:	
Price p/rx:		Num Staff:		Num Attendees:		Sales p/w:	
		Staff cost p/w:		Price point:			

QUARTERLY CLARITY

START date: _____



BIG OUTCOME	KPIs	ITEM	NOW	MONTH 1	MONTH 2	MONTH 3	YOU WHO DO YOU NEED TO BE?
FOCUS QUEST							
REWARD							

PROJECTS	MONTH 1	MONTH 2	MONTH 3

MONTHLY PARTY PLANNER

FOR the month of: _____



	FROM QTR PLAN	STEPS TO SUCCESS BREAK DOWN THE ACTIVITIES TO ACHIEVE THIS PROJECT			
MINDSET		1		6	
		2		7	
		3		8	
		4		9	
		5		10	
MARKETING		1		6	
		2		7	
		3		8	
		4		9	
		5		10	
MECHANICS		1		6	
		2		7	
		3		8	
		4		9	
		5		10	

PARTY COMPLETION REPORT

END OF MONTH PARTY date

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KPI	GOAL	ACTUAL
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BIGGEST WIN

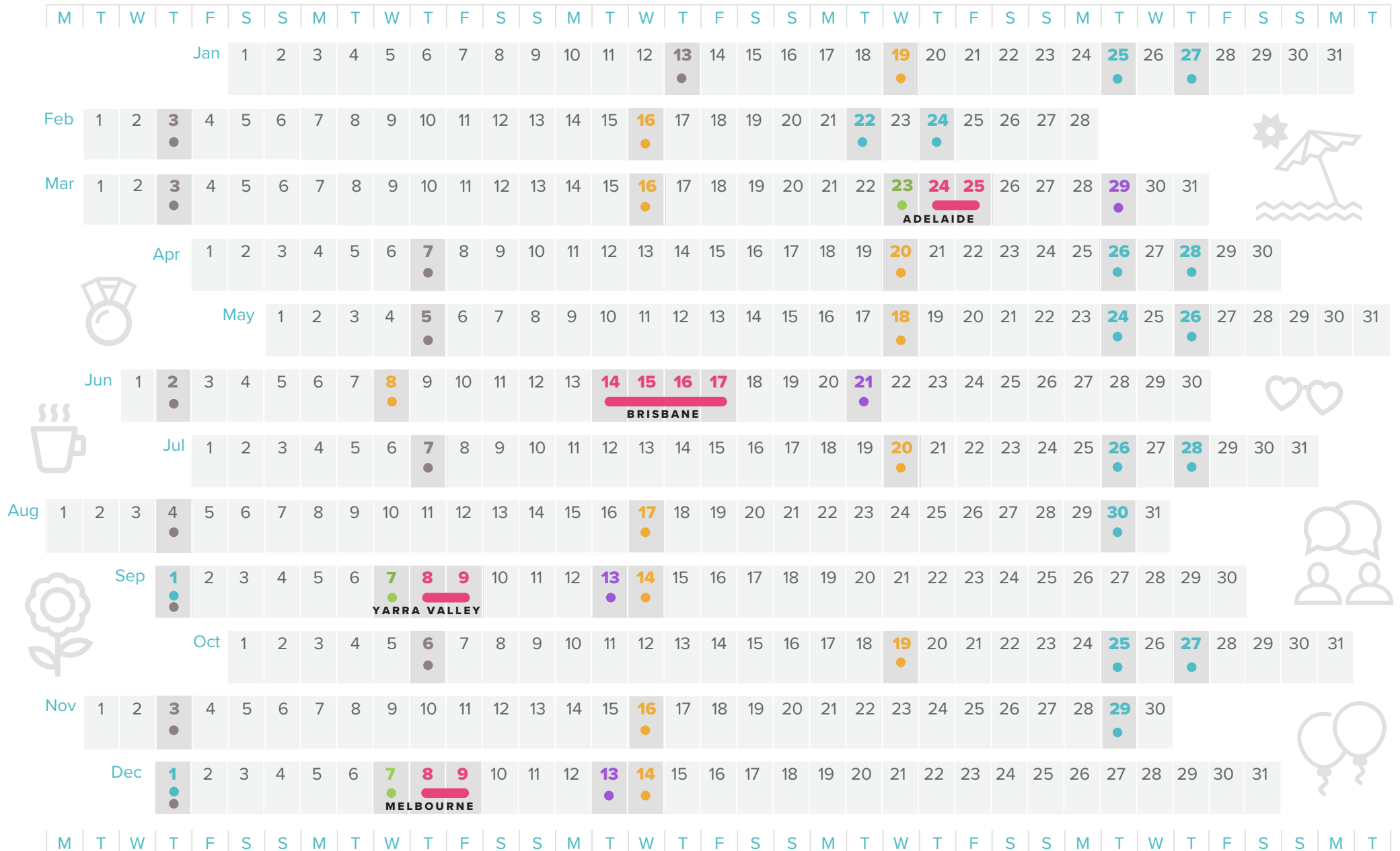
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BIGGEST CHALLENGE

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BIGGEST LEARNING

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ADELAIDE

BRISBANE






YARRA VALLEY

MELBOURNE

6Figure Calendar

2023

- LIVE RETIREMENTS
- BOARD ROOMS (YR 2+)
- CALIBRATION PARTIES
- NEWBIES CALL
- ONLINE BOARD ROOM

	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M
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MAR		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31					
APR			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30					
MAY	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31						
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OCT	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31						
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HOBART

COOLANGATTA

NEWCASTLE

MELBOURNE

MISSION, VISION AND VALUES

Instructions By now you are going to know you why. You will know why you are in business and have put language to the feeling which describes your purpose. Put it in the box.

The Vision Now we are going to look at your Vision. What is it that you do? Use the same process as you did with your Mission. Paper, Texas and great music. Keep writing until you get it.

Values Think of some values around business – when you have one, I want you to think of a time, a specific time when you were totally motivated in the context of that values.

At that time, what was the last thing you felt just before you were totally motivated?

Can you give me the name of that feeling? What’s important to you about that? Keep going for all of them –

Then ask yourself “All these values being present, is there anything that could happen to make you leave your business”? If so, ask – “What would have to happen to make you stay”?

Then put them in the right order. They can be to do with your clients, your team, you, money, contribution, time, the industry etc...

Your Mission	
Your WHY	
Your Vision	
Your WHAT	
Your Values	
Your HOW	

WEEKLY PLANNER Create YOUR Perfect Working Week



Message Times
Laundry
Self Care
Family Time
Time for working ON the
business 1-3 Hours a week

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ABOVE THE LINE

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INSTRUCTIONS

You are 100% responsible for every result or non-result in your life. After watching today's video, write down the areas in your life where you are 'at cause' (being responsible) OR 'at effect' (being reactionary). Be honest. This is not shared. This is yours. This is your life, your results. Be honest.

ABOVE THE LINE

BELOW THE LINE

ROLE MODEL REMINDER

.....

THE PURPOSE

To figure out the most pivotal people in your life right now. Who is counting on you the most and act as your biggest inspiration for you to be your best?

INSTRUCTIONS

Write down the 5 people who are counting on you the most and be very clear on why they are important. You will look at this every day as a reminder for you to be your best.

Number	Names	Why
1		
2		
3		
4		
5		

⑥ Figure



What would have to happen in order for this to be the best course you had ever done?

What would you need to learn and what would you have to do in order to make this THE BEST course you had ever done?

The Content - Your WHY

A large, empty rectangular box with a thin grey border, intended for the user to write their response to the questions above.

SHARE YOUR STORY

PURPOSE – To see an example of a long format engagement post.

INSTRUCTIONS – Read the example below.



Welcome to those that have found me here.

I'm Elicia, I'm a positive ball of energy who loves to look at patterns of behavior and help people come up with more resourceful strategies for living life.

I'm also a Remedial Massage Therapist, Bowen Therapist, Craniosacral Therapist who ran a massage clinic in a beautiful part of Australia called Ocean Grove for 16 years. One of my values in business is to play and have fun. Massage Threads embodies this for me.

My 'real job' is empowering Allied Health Practitioners to Live life with more Fun Freedom and Passion by helping them become Fully Booked Without Getting Burnt Out. Together my Hubby and I, work with predominately Massage and Myotherapists in Australia, Canada, New Zealand, USA and Uk.

We created this label because we love quirky T-shirt's and have always loved a good dress up in the clinic - whether it was Melb Cup day, Valentines Day, Australia Day or Fun day Friday, what ever the excuse to not take our selves so seriously, we did it.

So we looked at how we could bring this slightly whacky sense of humor to The Massage Industry.... and BOOM Massage Threads was born!

We created a whole range of designs of t shirts and hoodies.

What blew me away was the quality when they arrived. These babies have washed and worn super well and feel AMAZEBALLS wearing them.

I would wear these in clinic for funday Friday and I do wear them to a BBQ with friends in the weekend and the gym or at the beach or Hiking. (Just like you see here in the grid!)

Any questions about feel or sizing DM me and I'm happy to do my best to explain it.

SHARE YOUR STORY

PURPOSE – To create your own long format post that shares your story for new followers.

INSTRUCTIONS – Create your own story based on the sections provided and the example on the opposite page. Choose an appropriate photo and post this to your feed!

Hi, I'm ... I'm a ...

What I really do is ...

I believe ...

The real reason I do what I do is ...

Get in touch by ...

CLIENT AVATAR



PURPOSE – To understand exactly who you are targeting and therefore strengthen your marketing results.

INSTRUCTIONS – Specify the characteristics of your ideal client demographically and identify the problems you can solve.

Name

Gender

Age

Relationship and family

Job

Hobbies and interests

Income

Services they currently receive from you

PLACE
PHOTO
HERE

HOW YOU CAN HELP THEM:

What are their BIG problems?

What do they find frustrating daily?

How do you solve these problems?

WHERE YOU CAN FIND THEM:

What platforms are they active on?

Who do they follow & love online?

Who do they trust & connect with?

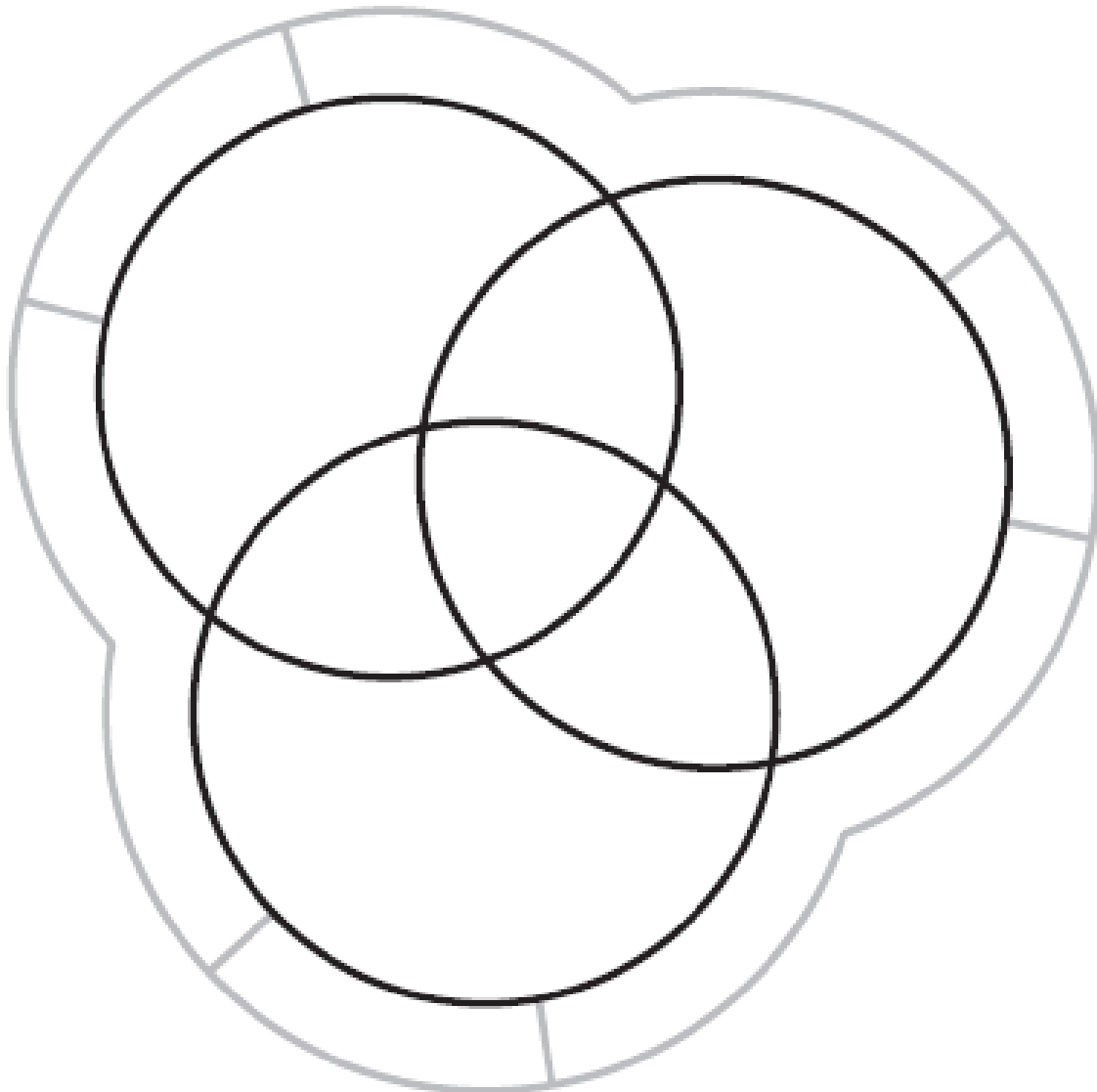
GENIUS MODEL

THE PURPOSE

To create a simple visual model that explains your magic and your message.

INSTRUCTIONS

Identify the big outcome you give your clients, then your 3 ingredients, and your 9 accelerators.



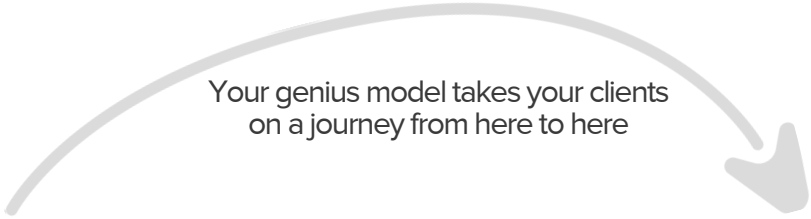
CLIENT VALUE JOURNEY

THE PURPOSE

To have a super simple way to show your clients how your magic connects with their journey.

INSTRUCTIONS

Fill in their biggest problems and desired outcomes, then brainstorm their top mistakes in between.



TOP 3 PROBLEMS

Symptoms they feel

TOP 7 MISTAKES

Causes & reasons why

TOP 3 OUTCOMES

Where they want to be

BIGGEST FEAR

--

ULTIMATE RESULT

--

YOUR MAGICAL NARRATIVE

Instructions Fill in each of the sections with 1-3 sentences to create your magical narrative.

Clarity	
Passion	
Authority	
Problems	
Solution	
Story	
Next Step	

Your Magical Narrative

Instructions

Fill in each of the sections with 1-3 sentences to create your magical narrative.

Clarity	
Passion	
Authority	
Problems	
Solution	
Story	
Next Step	

PRODUCT ECOSYSTEM

PURPOSE – To design your business ecosystem so your services create an amazing journey opportunity for your clients.

INSTRUCTIONS – Identify what services or products you will offer at each step on the staircase and how people will move up.



CONTENT GAME PLAN

PURPOSE – To have a framework that empowers you to create amazing content that moves your audience forward at every opportunity.

INSTRUCTIONS – Write in your three big “ingredients” pillars from your Genius Model. Then brainstorm long game and short game content that relates to this pillar.

3 PILLARS	LONG GAME	SHORT GAME

CHOOSE YOUR IMPACT

Instructions Find an organisation that is close to your heart that you can scale your business growth with and make a REALLY BIG difference in this world. This is not an exhaustive list nor do we support the beliefs of every one that's listed here.

Organisation	Website	Who they Help
Compassion Australia	https://compassion.com.au	Child Sponsorship
KIVA	https://www.kiva.org/	Micro Loans to business in third World
B1G1	https://www.b1g1.com/businessforgood/	Millions of projects around the world
Red Cross Australia	https://www.redcross.org.au	Australia and OS Crisis Help
Salvation Army	https://www.salvationarmy.org.au/	Australia and OS Crisis Help
World Vision	https://www.worldvision.com.au/	Child Sponsorship
Oxfam	https://www.oxfam.org.au/	World Poverty
Samaritans Purse	https://www.samaritanspurse.org.au/	Operation Christmas Childboxes
Drought Relief	https://www.buyabale.com.au	Ausie Farmers
RSPCA	https://www.rspca.org.au/	Animals Shelters
Anti Cancer Council	https://www.cancer.org.au/	Cancer Research and support
MindFull Aus	https://www.mindfullaus.org	Teenage Mental Health
UNICEF	https://www.unicef.org_	Supporting Children in Poverty
WWF	https://wwf.panda.org/	Protection of Animals
Amnesty International	https://www.amnesty.org.au	Human rights