

# Signature System Secrets



Signature System Secrets Assessment

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**Print & Complete - Feel free to make notes.**

## Working With Clients

- Are you confident about your client's results when working with you?
- Do you struggle guiding clients through the coaching process?
- Do you wish your work with clients was more focused & not so client driven?
- Is the client clear about you do and what you can teach them?
- Are you able to articulate exactly what you can do for your clients?

## Creating Content

- Do you struggle with what to write about in your articles or ezine?
- Have you considered writing a book but couldn't even outline it if you tried?
- Do you have one or even several information products half done?

## Results

- Are their specific techniques you use to achieve a specific outcome in your biz?
- Are clients able to give you specific, results-based testimonials?
- Do you spend too much time on busy work instead of \$ generating activities?
- Would you like to make triple the income you are making by next year?

Yes      Pretty Much      A Little      No

Notes:

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## YOUR RESULTS ASSESSED

### WORKING WITH CLIENTS

1. Many people struggle with confidence around client results and satisfaction because they aren't 100% clear on what kinds of results their clients should have. If this is you, the Signature System will work great for you.
2. If you are experiencing a lot of silence and uncomfortable pauses in your coaching sessions, it may be because the client isn't being directed on what they need to do next. This is not therapy - this is coaching or consulting. The client is paying you for your expertise and direction - so direct!
3. If you prefer more structured or focused work with your clients (and who doesn't:) then a signature system will help you and the client get very clear about how they should be moving forward and what steps are next.
4. Something about you may have resonated with your client. They like you, but they aren't exactly sure what you can and cannot help them with. When you create a signature system that you walk through with your clients, they are crystal clear about what they are learning.

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5. If someone asks you what you do and what results they can expect to see if they work with you, do you have a clear reply? Do you fumble over your words or do you know what exactly what to say in a way that people understand? Creating a signature system will allow you to design and articulate clearly what “your hook” is.

## CREATING CONTENT

1. If you struggle with what to write every week then you are not clear about the steps to achieve results in your business. If you were clear about that, then you would probably never run out of material to write about. Designing a signature system is all about writing down and the steps you make to achieve results in whatever it is you do..

2. Everyone has at least one book inside them right? Well if you are a solopreneur it’s probably a good idea to write at least one book to help establish visibility and credibility in your marketplace. So you probably have been thinking about it but haven’t really been able to get past the outline or Chapter 1. Yet once you create your signature system, you will be able to write your book or get it written in less than 30 days.

3. I work with clients everyday you have a lot of things half finished because they aren’t really sure what to put out first or if their list will even be interested. A lot of this confusion and paralysis can be avoided if you publish infoproducts, etc. based on your established system.

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## RESULTS

1. Most entrepreneurs have a series of steps or techniques that they use to do what they do. For instance, I have several strategies that I follow repeatedly for list building. What are some of yours? If you know them, creating a signature system based on those steps will be a snap! If you aren't exactly sure, I can coach them out of you:)

2. Testimonials. Do you get generic "she's so great" testimonials or do clients say specifically what they learned from you. What results they've experienced. If not - it's probably because it was never really clear what results they were suppose to attain. "More money" is too generic. Look for specific results.

3. If you are spending too much time doing non-income generating activities in your business, then it may be because you don't have a clear picture of what your income generating activities should be. Maybe you aren't sure what to outsource. Or perhaps you're doing "busy" work until you figure everything out. Designing a signature system that you can follow on a daily, weekly, monthly basis will help alleviate the hamster wheel syndrome.

4. If you have read this far, I am confident that you would love to make more money by next year maybe even next month right? It took me a few years to figure this out, but once I was crystal clear about how I do what I do for my clients and created products and services around that signature system - my income began to finally increase dramatically and it continues to grow every year.

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## So How'd You Do?

Based on the results of your self-assessment you may be interested in learning more about how you can design your own Signature System. When you do, you'll:

- ☑ Begin to attract your ideal clients and more of them much easier.
- ☑ Unlock the keys to giving your clients information they really want and will pay you handsomely for.
- ☑ Create more articles, products, & programs with ease.
- ☑ How to reinvent your business without discarding what's working or starting over.
- ☑ Attract lucrative joint venture partners because "what they do" complements your system.

And So Much More!!!

Stay tuned and keep an eye in the upcoming weeks on your email inbox for more free goodies about the program, your exclusive 25% coupon, and the program's much anticipated release date.

I look forward to working with you in your business and creating your profit pulling signature system!

*Lisa Angelettie*

<http://SignatureSystemSecrets.com>