

#getbooked

# THE GET BOOKED METHOD™

SHINE YOUR LIGHT. MAKE MONEY. IMPACT THE WORLD



*The 5K to 10K Monthly Roadmap*

WWW.PACHIMCLEOD.COM

# HOW TO MAKE THE MOST OF THIS WORKBOOK

(TO ATTRACT YOUR TRIBE AND CONVERT THEM INTO CLIENTS ASAP)

**1) Print out this workbook** and use it to take notes, track your progress and get focused, so you can take stay engaged and have an ACTIONABLE conversion plan to use without feeling overwhelmed.

**2) Think of your #1 biggest challenge** to reaching your 5K to 10K months, through your business. If I don't address it throughout this workbook, be sure to ask me!

You can send me a quick e-mail [Pachi@pachimcleod.com](mailto:Pachi@pachimcleod.com) or join my private Facebook group:  
[The Freedom-Driven Entrepreneur.](#)

**3) At the end of each step, decide on ONE action** you're going to take within the next 24 hours so you can start seeing results ASAP.

**4) Let this process be FUN!** Forget perfect, you have gifts, God-given gifts you're meant to share and you're on this planet for a reason. Which is why we're creating a solid process, so you can start serving those you're here to help.

# Hey Freedom-Driven Boss Lady!

overwhelmed.

**2) Think of your #1 biggest challenge** to reaching your 5K to 10K months, through your business. If I don't address it throughout this workbook, be sure to ask me!

You can send me a quick e-mail [Pachi@pachimcleod.com](mailto:Pachi@pachimcleod.com) or join my private Facebook group:

[The Freedom-Driven Entrepreneur.](#)

**3) At the end of each step, decide on ONE action** you're going to take within the next 24 hours so you can start seeing results ASAP.

**4) Let this process be FUN!** Forget perfect, you have gifts, God-given gifts you're meant to share and you're on this planet for a reason. Which is why we're creating a solid process, so you can start serving those you're here to help.

# Hey Freedom-Driven Boss Lady!

Thanks for downloading the “The 5K to 10K Month Roadmap”!

I see you. You're working hard to get your business to take off! You've invested in all these courses/programs, downloaded all those freebies, but you're feeling like something is still missing and this is why you're still not able to connect all the dots.

**You're asking yourself the million-dollar question, HOW!?** How do you turn your passion into profits, thru your transformational business? What do you need focus on to finally create your 5K or 10K month?

In this value-packed guide, I'm going to share with you the framework I used to go from overwhelmed to booked! This is the roadmap I use with my client, so YOU can reach your first 5K to 10K months (and the next) with a proven model that will help you stay focused, make sales and serve as many clients as you desire.

**So let's get to know each other real quick, before we start...**

I'm Pachi, a Psychologist, teacher and non-profit leader turned high-performance and business mentor for freedom-driven coaches and service based- entrepreneurs. I help my clients create and launch offers and programs that sell like hot cakes, so they can create their 5K-10K months, doing what they love!

After I'm on a mission, helping women, like you, use your God-given gifts, expertise and passion thru a successful transformational business platform, so you can have the freedom to focus on your family, loved ones and things you love.

I've been there. I've learned what works and what doesn't and now I'm on a mission to share with you. **You can learn more about I work with my clients at [www.pachimcleod.com](http://www.pachimcleod.com)**



## *Forget Perfect! From Overwhelmed to Booked*

When I first launched my business online in 2015, I had no clue of what I was doing! My business quickly became more expensive than our own newborn son, as I began to invest thousands of dollars in the courses and program I felt would help me reach my goals (over 30K in 3 years).

**Yes, I had ALL this information, but still didn't know what to focus on to attract, engage and CONVERT my audience into paying clients!**

I felt so stuck and burnt out; working 14 hour days between my 9-5 and business, being a new mom and doing A LOT free coaching, posting of Facebook groups and creating content, but I couldn't get paying clients to save my life. It got to the point I truly wanted to quit... But I had too much in the game. I had to figure out a way to make this work for me.

**AND that's when something shifted; it was like if the waters parted!**

A LOT has changed since then and now I am able to attract amazing ideal clients I TRULY love and I who are (in their own right) creating massive results within weeks of us working together.

**This roadmap will walk you through the first steps towards fully booking your KILLER offers, such as live events, intensives, group programs, and other transformational offers.**

**No worries!** I've broken this down, so you can get focused and take action. We'll talk about how you can take these same steps, and I'll provide you with a checklist and tracker, to make sure you stay focused and accountable! You may feel like it... but don't you dare to give up now! Forget perfect! It's time to make this happen for you.

P.S. If you have any questions, make sure to ask inside my Facebook group [The Freedom-Driven Entrepreneur](#). It's time to take ALIGNED ACTION as you gain the clarity and confident you need to go to your next level, hitting your 5K-10K months over the next 90 days!

# **THE 5K-10K MONTHS ROADMAP FOR FREEDOM DRIVEN COACHES AND ENTREPRENEURS**

## STEP #1 FOCUS: SET A CLEAR DIRECTION OR TARGET

One of the biggest mistakes I used to make (that I see entrepreneurs making) was to hustle really hard, without having a clear target or strategy.

*It's not enough to do a bunch of stuff, hoping they'll work!*

**So if you want to see MASSIVE results, you must FOCUS.**

It may be tempting to focus on mastering all your time on social media, building a gorgeous website, etc. BUT no amount of strategy or hustle will produce results, if you have a weak FOUNDATION.

**Remember, the secret to dishing feeling stuck and overwhelm is to do LESS, but BETTER.** Having a clear direction will help you stay focused, as you take the aligned actions needed to reach your goal with fun and ease.

**I like to call this step the POWER OF ONE:**

- One GOAL
- One OFFER to reach that goal
- One ideal client who is looking for THIS solution, right now!

In the next page, I'm sharing some of the powerful questions I use to help my clients get laser focused each quarter.

# STEP # 1 ACTION STEPS

## THE CRYSTAL CLEAR TARGET QUESTIONNAIRE

1. What's your 90-day goal? (think how much money do you desire? What offer or program do you desire to sell to reach that goal? How many clients do you need to reach that goal?, etc)

---

---

2. WHO is LOOKING for that RIGHT NOW? Meaning who are you focused on helping for the next 90 days?

---

---

3. What internal or external blocks could prevent you from showing up as your best self and committing to reaching (i mean crushin') this goal?

---

---

4. What's the OFFER you'll focus on (goal) for the next 90 days?  
(Module #3)

---

---

5. What's your sales and marketing strategy? Meaning, what killer freebie or opt-in and content will you share to lead your ideal peeps directly into that program or offer you want to sell?  
(Module #4)

---

---

## STEP # 2 MINDSET: CONFRONT WHAT'S BLOCKING YOU

As one of my favorite mentors say, "If voices of insecurity, doubt or fear are not confronted, they'll dictate your live and results!"

Understand that you're not begging God to help you reach this goal or make this happen. You're being Divinely guided to live out your purpose and to share your gifts, so that other people's lives can be transformed.

God always give you a BIGGER dream than we're able to achieve at the time you receive that dream, because your dream will force you to grow and expand into the person you're here to be.

***So make it a priority to transform your mindset and to align with faith over fear!*** You don't know what's in that dream and how many people you will impact, so claim it! And to the internal work and take action to see this thru.

***Are there any thoughts, fears or doubts holding you back and preventing you to take action to reach this goal?***

### **ACTION STEPS: HERE'S WHAT TO DO**

- ✓ Identified what internal blocks or fears are currently holding you back
- ✓ Transform and release these fears through journaling, praying, meditating and other mindset work
- ✓ Once released, create daily affirmations with your NEW beliefs and say them daily (specially in the morning and before bed)
- ✓ Many times, the antidote to fear is ACTION... so move forward towards your goal and see the fear dissipate.

## STEP # 3 STRATEGY: GO FOR IT WITH A KILLER STRATEGY

Turning strangers into PAYING clients is a process and as the leader in that relationship, your tribe EXPECTS for YOU to have a plan!

So designing the JOURNEY process you want to take your clients through from free content, to sales conversations or sales page to conversion is KEY to you *making massive impact and income.*

This is what I like to call **“Client Conversion Strategy”**

Here’s an example of how that may look (*please feel free to customize it to you and your business*).

### *Example of A 5K-10K Month Funnel*



## HERE' AN EXAMPLE OF A 5K ROADMAP

Here's how your 5K month may look like! Of course, feel free to plug-in your own services or programs.

**Insight: If you're a new entrepreneur or if you've never made a 5K month, this is a great goal or milestone you can set for yourself!** I love using a 5K month the goal or milestone to reach for my clients who are starting their biz or who have never made a 5K month, because it's a simple way to confirm that there's a real need for your offer and audience for your offer.

Remember that even if you have middle or entry level prices, you could still reach your goals without having to work with crazy amount of people or work all day. Plus, as you begin to get clients you can increase your prices or work less hours.

---

### *Example of 5K Month Funnel*

LEVEL	CONVERSIONS	# OF CLAIMS	THE NUMBERS	TOTAL
Opt-In or Freebie	100%	500 people	\$0 X 500	\$0
Free Assessment	5% from 500	25 people	\$0 X 25 =	\$0
Mini Intensive	20% of 25	5	5 X \$300	\$1,500
3 month Package	40% of 5	2	2 X \$1,750	\$3,500
				= \$5,000

## EXAMPLE OF A 10K ROADMAP

Alright, my love! Here's how your 10K month may look like! Again, feel free to plug-in your own services or programs.

**Insight:** I believe that reaching your first 10K month is a great 2<sup>nd</sup> goal for any service-based entrepreneur, because it shows that you now have a solid business model that works, that can be reused to SCALE UP your business!

Plus, as you begin to get clients you can increase your prices or work less hours.

### *Example of 10K Month Funnel*

LEVEL	CONVERSIONS	# OF CLAIMS	THE NUMBERS	TOTAL
Opt-In or Freebie	100%	1,000 people	\$0 X 1,000	\$0
Free Assessment	5% from 1,000	50 people	\$0 X 25 =	\$0
Mini Intensive	20% of 50	10	10 X \$300	\$3,000
3 month Package	40% of 10	4	4 X \$1,750	\$7,000
				= \$10,000

## **STEP # 4 ALIGNED HUSTLE: TAKE CONSISTENT ALIGNED ACTION**

Wahoooo, my love! Proud of you for making this much progress.

Now, it's time to decide WHEN all these things will happen with your own customized ROADMAP. Remember to stay focused on the money making activities that will allow you to take your peeps on that journey from engagement with free-content to investing in your main offer over these next 90 days.

Instead of flying by the seat of your pants, put things down on your calendar!

### **THESE ARE THINGS YOU'D INCLUDE ON THIS CALENDAR:**

- ✓ **When will the OFFER go LIVE** (*follow a "launch calendar"*)
- ✓ **What's the topic on social media for each of the 12-15 weeks?**  
(Fill your 90-day calendar with the killer content that will allow you to build the know, like and trust factions with your peeps)
- ✓ **How will your sale or make offers?**
- ✓ **When will you host LIVE training to build excitement and help your tribe move forward?** (i.e. Facebook Live video, interview series, challenges, etc.)
- ✓ **Any other IMPORTANT DATE that you want to highlight?**

# THE 90-DAY CALENDAR AT GLANCE:

## MONTH # 1: ATTRACT AND POSITION YOURSELF

Month/Year:

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

## MONTH # 2: ENGAGEMENT AND CONVERSIONS

Month/Year:

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

# MONTH 3: ENGAGEMENT AND CONVERSIONS

Month/Year:

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

**STEP # 5 MAKE IT HAPPEN:**  
**DESIGN YOUR OWN 5K OR 10K MONTH FUNNEL!**  
**(GREAT WORK! NOW, LET'S PUT IT ALL TOGETHER)**

*Month:* \_\_\_\_\_

LEVEL	CONVERSIONS	# OF CLAIMS	THE NUMBERS	TOTAL
Opt-In or Freebie	100%			
Free Assessment				
Self-Study Course				
90-Minute Intensive				
3 month Package				
Total				

# NEXT STEPS TO 5K-10K MONTHS!

It's NEVER TOO LATE to get serious about taking the alignment your ACTIONS so you can start reaching your 5K to 10K month, and finally getting ROI for all of your investment!

I want to invite you to take this ONE step further, if you're ready for the support you need to gain the clarity and focus to attract, engage and convert your dream audience into clients who love working and buying from you RIGHT NOW! Let's hop on a FREE 30-minute discovery call with me and let's explore how we can work together, to help you reach your own 5K to 10K months, NOW.

I have a limited number of openings each month, so don't wait to reach out if you're interested in taking advantage of this seriously powerful offer to dive deep together for 30 minutes so you can take your sales strategy (and business) to the next level!

[\*\*CLICK HERE TO LEARN MORE  
ABOUT WORKING WITH ME\*\*](#)

[\*\*CLICK HERE TO SIGN UP FOR  
A FREE 30-MINUTE  
DISCOVERY CALL\*\*](#)



## "I Made \$11,156 in just 6 weeks!"

I was in a very bad place, financially, emotionally, and spiritually when I decided to work with Pachi. I made the decision with a last chance mentality. I was ready to give up on my business and wanted to run away from home. I was completely exhausted!

**And I can truly say this has been the best money I've ever spent!** Pachi keeps me focused and grounded. She helped me create a strategy that suits my personality, business, and goals, which allows me to focus on the strategy and task at hand, before moving to the next.

I feel incredible, I feel like I'm achieving things. **My business is booming and my family life hasn't been this good in a very long time.** She makes me see that it's not all work, that play must be on the calendar.



*Goral*

WIFE/MOM/ENTREPRENEUR

## "I Launched + Booked My First Paying Clients"

I was ready to start, but I didn't know where to begin. I was feeling scared, intimidated and like I couldn't gain the clarity on exactly what I was supposed to do. I was so excited, yet apprehensive. Standing on the edge, ready to jump!

Thanks to my work with Pachi, I was able to launch my health coaching business, my group coaching program and also booked my first 1:1 private clients, all in less than 90 days. My dreams of working, while being a full time mom became my reality.

Pachi has a beautiful heart and is helping others, like myself, have the courage to move forward and live our dreams. She has a gift in helping others see their potential and gift, then empowering them to change the world.



*Lisa*

WIFE/MOM/COACH