

## **CONTENT SELLS PART 2 — COURSE WORK**

EXERCISE 1: Sign up to 5 funnels of your direct or indirect competitors and review their process for optin, their lead magnet, their language, and their funnel structure.

The 5 funnels I opted in to are:
Notes



## EXERCISE 2: Watch Video 2 in the How To Turn Your Business Into a Lead Magnet Course for the Technology component

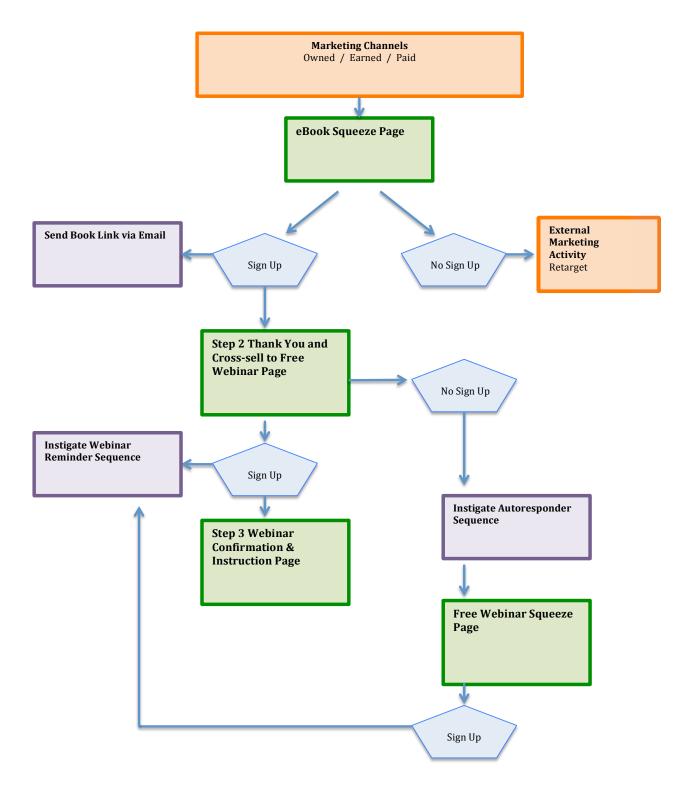
□ Done

**EXERCISE 3: Rough out your potential funnel** 

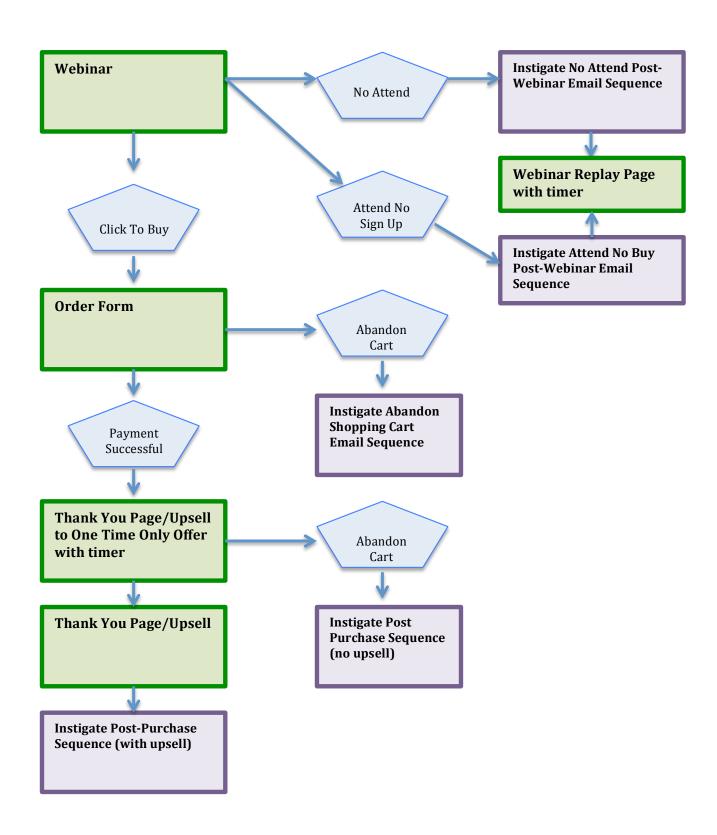




## WEBINAR FUNNEL TEMPLATE









## presented by



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