

# Discover What is Missing

Now that you have a clear picture of your business, gather your calendar, funnel and branding worksheets. Use them to fill in the funnel below. Get a clear picture on what your powerful sales funnel looks like.

Free	<ul style="list-style-type: none"><li>_____</li><li>_____</li><li>_____</li><li>_____</li><li>_____</li></ul>
\$17 to \$37	<ul style="list-style-type: none"><li>_____</li><li>_____</li><li>_____</li><li>_____</li><li>_____</li></ul>
\$67 to \$297	<ul style="list-style-type: none"><li>_____</li><li>_____</li><li>_____</li><li>_____</li><li>_____</li></ul>
\$497 to \$897	<ul style="list-style-type: none"><li>_____</li><li>_____</li><li>_____</li><li>_____</li><li>_____</li></ul>
\$1000	<ul style="list-style-type: none"><li>_____</li><li>_____</li><li>_____</li><li>_____</li><li>_____</li></ul>

**Tip!**  
Plan how you're going to connect all levels of your funnel to the "VIP" section of your funnel.  
  
Guide your customers, so they'll know where you want them to go next.

Are there any missing pieces in your funnel? Write them below.


Are there any weak spots in your funnel? Write them below.


What would you like to add to your funnel in the future to make it more powerful?


**Now that you know what your rockstar business needs, pull out your calendar and plan when you're going setup the missing pieces.**