CHAPTER 15 IMPLEMENTATION RESOURCE • 15-MINUTE EXECUTION SPRINT

The 6 Pillars of Sovereign Coaching: Visibility to Retention

Audit your complete operational pipeline across Visibility, Authority, Lead Flow, Pipeline Velocity, Conversion Yield, and Client Retention.

1. THE 6 PILLARS HEALTH CHECK

PIPELINE AUDIT: 3 MIN

☐	**Pillar 1 & 2: Visibility & Authority**	Are high-value prospects seeing you weekly, and do they perceive you as the ultimate specialist?	AUDIT ME
☐	**Pillar 3 & 4: Lead Flow & Velocity**	Are you generating 5–10 qualified inbound conversations every week without buying cold ads?	AUDIT ME
☐	**Pillar 5 & 6: Yield & Retention**	Are you converting at 40%+ on enrollment calls and retaining or ascending 50%+ of your clients?	AUDIT ME

2. IDENTIFYING YOUR PRIMARY BOTTLENECK

THE WEAKEST LINK

FIXING THE WRONG PROBLEM

`Running ads when your offer is broken`

Mistake: Most coaches spend money driving traffic to an offer that converts at zero. Solving the wrong constraint leads to bankruptcy.

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SOVEREIGN THEORY OF CONSTRAINTS

`Find the ONE bottleneck & fix it completely`

Wisdom: If your conversion is 50% but your leads are 0, focus 100% on lead flow. Once lead flow hits 10/wk, focus on delivery.

3. THE 48-HOUR ACTION SPRINT

EXECUTE TODAY

- ☐ **1. Score All 6 Pillars from 1 to 10:** Be brutally honest. Identify which of the 6 pillars is currently your lowest-scoring dimension.
- ☐ **2. Declare Your Monthly Focus Constraint:** Write: 'My sole focus this month is fixing Pillar [X]. I will ignore all shiny distractions until this pillar is stabilized.'
- ☐ **3. Establish a Weekly Scorecard:** Track your 6 numbers every Saturday morning inside a dedicated tracking sheet.

4. AI PROMPT: 6-PILLAR CONSTRAINT DIAGNOSIS

COPY & RUN IN CHATGPT

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"Act as a Business Operations Consultant. Here are my current numbers across the 6 Pillars: Visibility [X], Authority [X], Leads/Wk [X], Call Conversion % [X], Ticket Price [X], Retention % [X]. Identify my single binding constraint, explain why fixing secondary symptoms is failing, and provide a 3-step sprint to unlock pipeline flow."
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CONGRATULATIONS • CHAPTER 15 EXECUTED

Ready for Chapter 16: The 5 C's Daily Engine?

With your pillars audited, open Chapter 16 to master the 5 C's Daily Engine and install a 60-minute non-negotiable operational routine.

Apply for 1:1 Diagnostic Audit →