

AI StageFinder

Practical Onboarding Guide

Run the System, Don't "Complete" It

**AI StageFinder is not a course you finish.
It's a pipeline you maintain.**

There are three tracks you activate:

- **Track 1:** Foundation Setup **2-4 focused hours total**
- **Track 2:** Pipeline Build **3-5 hours per week**
- **Track 3:** Daily Outreach Habit **45-60 minutes per weekday**

Track 1: Foundation Setup

This is a one-time activation. Do it in one or two focused sessions. (2-4 hours total)

Step 1: Complete Your Profile (60–90 minutes)

Required Uploads

- ✓ Headshot
- ✓ Website
- ✓ LinkedIn
- ✓ Booking link

Profile Details

- ✓ Positioning statement
- ✓ Detailed bio

Additional Assets

- ✓ Books
- ✓ One sheets
- ✓ Testimonials
- ✓ Client lists
- ✓ Past proposals

Note: More context increases relevance quality. Do not overthink this. Done > perfect.

Step 2: Clarify Positioning (45–60 minutes)

Use the Positioning Tool. You must clearly define:

- **Specific audience segment**
- **Specific problem**
- **Current urgency**
- **Transformation outcome**
- **Differentiation**

**If your positioning is vague, outreach conversion will suffer.
Positioning strength directly impacts reply rate.**

Step 3: Structure Your Keynote (45–60 minutes)

Use the Keynote Accelerator. Give the tool as much information about your programs as possible and let it finish the job to create a real sellable product.

Define:

- ✓ Core promise
- ✓ 3–5 learning outcomes
- ✓ Audience challenges
- ✓ Structured flow

Associations buy outcomes. Your programs must read like solutions.

Once these three steps are complete, you are market-ready. Everything else is rhythm.

Track 2: Pipeline Build

3–5 Hours Per Week. This is not a one-time project. Ongoing opportunity creation is the key to your success. When you are consistent in your efforts, you will see results.

Local Event Finder

(Optional but Recommended)

If you want short-cycle momentum, spend 60–90 minutes generating 20–40 local opportunities.

Local events build:

- ✓ Stage reps
- ✓ Testimonials
- ✓ Coaching leads
- ✓ Referrals

This is a momentum builder, not a replacement for scale.

Event Finder

(Primary Growth Driver)

Block 2–3 hours per week for Event Finder.

Workflow:

- ✓ Search one city
- ✓ Search one month
- ✓ Target events 6–9 months out
- ✓ Expand radius
- ✓ Exclude duplicates

20–30

Weekly Goal
Researched events

80–120

Monthly Target
Qualified opportunities

You are building a portfolio of deal files, not a list.

Track 3: Daily Execution

45–60 Minutes Per Weekday. This is where revenue is actually created.

Run the 5×5×5(5) rhythm:

Each weekday:

- **Select 5 leads**
- **Send 5 emails**
- **Leave 5 voicemails**
- **Submit 5 articles**
- **Spend no more than 5 minutes** per lead researching contacts

This equals 100 disciplined outreaches per month or 1,200 a year.

Not perfect. Disciplined.

Follow-Up Discipline

15 Minutes, Twice Per Week. Block two 15-minute sessions weekly to:

- ✓ Review CRM
- ✓ Trigger follow-ups

- ✓ Move leads between stages
- ✓ Track conversations

Most bookings occur after follow-up. No follow-up equals invisible revenue.

The Real Math

If 100 outreaches produce:

- **20 replies**
- **10 serious conversations**
- **3–5 bookings**

At a \$7,500 average fee:

That's \$22,500–\$37,500 from one consistent month of disciplined outreach.

This is not guaranteed. It is probability management. Stronger positioning increases the conversion ratio. Higher authority increases it further.