The Online Course Sales Machine Checklist

ATTRACT

○ **Step 1: Decide on your automated webinar topic.**
Write your Automated Webinar Topic here:

[   ]

○ **Step 2: Create your automated webinar video.**
Make sure you include your offer and invite people to your live demo webinar. (See step 4)

○ **Step 3: Sign up for WebinarNinja and create your automated webinar.**

CONVERT

○ **Step 4: Create your live webinar.**

  ○ Create an offer for your online course

  ○ Set up your webinar replay settings to allow a replay to be available

  ○ Create 5 follow up emails offering your course

○ **Step 5: Run your live webinar.**

RETAIN

○ **Step 6: Run at least 1 monthly webinar for all your students (new and past).**

  ○ Run polls & learn how to serve your students better

  ○ Ask for testimonials in the chat

  ○ Give your students a call to action