



# BECOMING AN EXPERT



## 1 - RESEARCH

### START WITH RESEARCH

Identify your ideal customer.  
What questions do they have?  
What is their pain?  
What keeps them up at night?

How can your expertise help them?  
You are the solution to their problems.

### ORGANIZE YOUR RESEARCH

Organize your research from step #1.

Create a flow they can follow.  
Create actionable steps.

What value can you add to their lives?

## 2 - ORGANIZE



# YOU ARE AN EXPERT SHARE YOUR KNOWLEDGE WITH THE WORLD



## 3 - CREATE



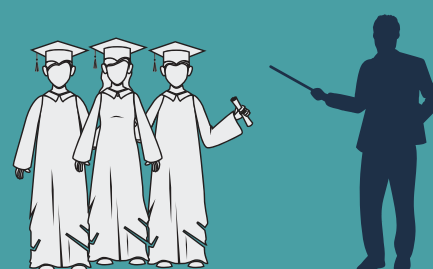
### CREATE YOUR PRESENTATION

Now is the time to put together your thoughts into words on a page or video.

### TEACH YOUR PLAN

Teach your plan to a group.  
Get feedback from the group.  
Re-organize your plan from feedback.  
Teach revised plan.  
Repeat.

## 4 - TEACH



## 5 - HIRE A MENTOR



### PUT MONEY AND EFFORT INTO YOUR FUTURE

3 Places to find a mentor:

- In person
- Online video meetings
- Purchase a course or mastermind access

[SkipFoster.com/work-with-me](https://www.skipfoster.com/work-with-me)

Visit [www.skipfoster.com](https://www.skipfoster.com) for more tips.

