

TIZZIT.CO



# IN THE MAKING

THERE'S MORE THAN ONE WAY TO SELL YOUR HANDMADE  
PRODUCTS SUCCESSFULLY. LET'S FIND YOURS.

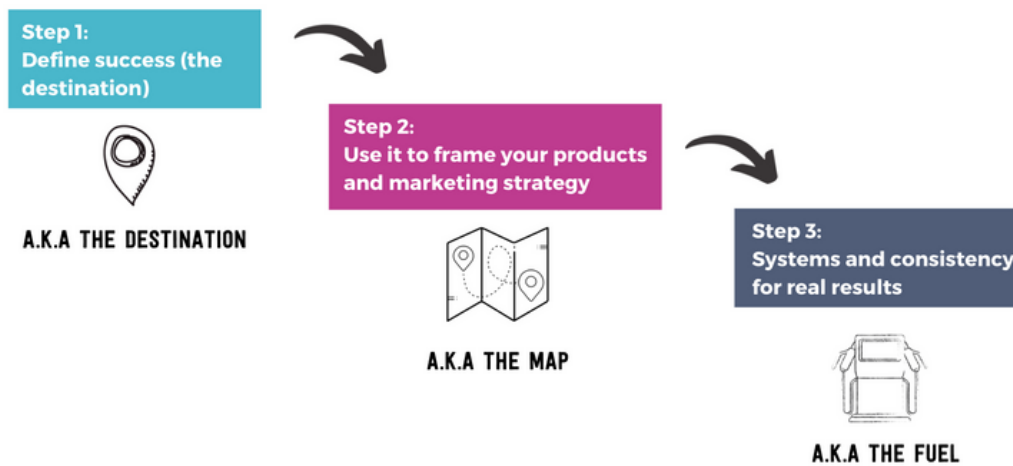
**WORKBOOK - DAY 3**

## WELCOME TO DAY THREE!

Please make sure that you have watched today's live training session (or its replay) before diving into the workbook's activities, they will make a lot more sense this way.

Today we are going to dive into Step 3 of the 'reverse-engineering your shop's success' method and talk about the systems you'll need to reach your goals.

### REVERSE-ENGINEERING YOUR SHOP'S SUCCESS



## 1 - TIME SYSTEMS: THE BIG PICTURE

You have to start with clear boundaries around when you can and will work on your shop and protect that time at all costs.

if there's no rule, no system around that ... you will never have enough time to work on your shop OR won't use it as efficiently as possible.

And most importantly ... you won't be consistent in your effort, and without consistency, there are no results.

Based on what we talked about in the training session, write down below:

### MINIMUM WEEKLY COMMITMENT

### THE "BIG" AND "REGULAR" TIME SLOT

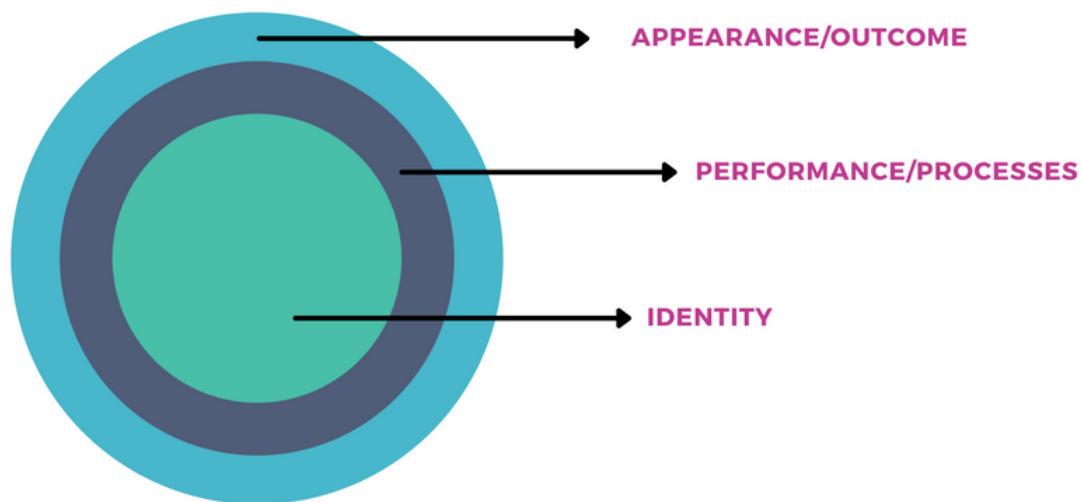
WHEN

HOW LONG

HOW OFTEN

To make these work, you will need to make a shift in the way you think about yourself (whom you see yourself as).

This behaviour change is PRIMORDIAL to stick to your commitment:



THE LAYER OF BEHAVIOUR CHANGE - JAMES CLEAR

Here's the process [James Clear \(click for more info\)](#) recommends to help you make that shift:

*Step 1: Name the performance or appearance goal you want to achieve*

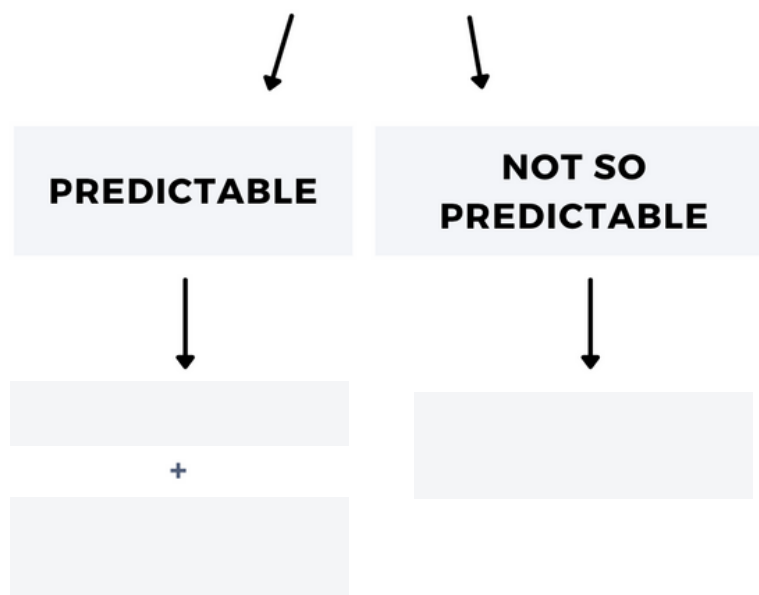
*Step 2: In one sentence describe the type of person who would achieve your goal*

*Step 3: List 5 incredibly small steps you can take to become this person*

You might also need to have a conversation to set boundaries with the people around you. Feel free to use the space below to brainstorm ways you could make this work would those around you, changes that might need to happen, ideas to share with them, etc.

## 2 - RECURRING VS PROJECTS

### RECURRING TASKS



## HOW TO START SYSTEMISING YOUR WORK:

- Ask yourself "will I need to do this again?" "more than once"? If yes, it needs a system. Then ask yourself:
- "Will I need to do this at a regular interval"
  - If yes, you need a P \_\_\_\_\_ + a F \_\_\_\_\_ L \_\_\_\_\_
  - If not and it's more irregular, you need a P \_\_\_\_\_ only but you do need to record it and save it somewhere.

## EACH TIME YOU WANT TO CREATE A NEW SYSTEM:

- For each system and or process you create:
- Start with the goal (goals are starting points not endpoints): what is you want to achieve?
- Reverse engineer:
  - What needs to happen quarterly, monthly, weekly, daily to get there
  - Exactly what steps each time (process)?
  - Where is this process saved?
  - If recurring: How can you protect each of these recurring tasks? (frequency-lock, adding to calendar on your "regular" slots)

*Give it a shot and use the space on the next pages to jolt down a system for a predictably recurring task (take a marketing goal for example and break it down into systemised tasks) and an irregular recurring task (for example: taking new photos for a new product or adding a new product to your store).*

## RECURRING REGULARLY EXAMPLE:

### 1 - PROCESS:

*Start with the goal: what is it you want to achieve?*

*What needs to happen quarterly, monthly, weekly, daily to get there?*

*For each: exactly what steps each time (process)? and where will you save this process so you can find it easily each time you need to do it?*

A large, empty light gray rectangular box, intended for the user to write their answers to the question above. It occupies the majority of the page area below the text.

## 2 - FREQUENCY LOCK

*How will you protect each of these recurring tasks? aka when will you do them (frequency-lock, adding to your calendar set as a recurring task)*



Added to calendar/planner, set a recurring

### RECURRING IRREGULARLY EXAMPLE:

#### PROCESS:

*What's the goal? What is this process meant to help achieve? (example: smooth and efficient product photoshoot session)*

*List all the steps you need to take:*

*Where will you save this process so you can find it easily each time you need to do it?*



Saved up!

### 3 - PRODUCTIVITY SYSTEMS

- As explained during the session, these are about how you spend your time and organise it to be as productive as possible.
- They are very much dependant on YOU, no one-size-fits-all here again:
  - Your personal circumstances
  - Your personality

For this reason, you have to find what works for \*YOU\*.

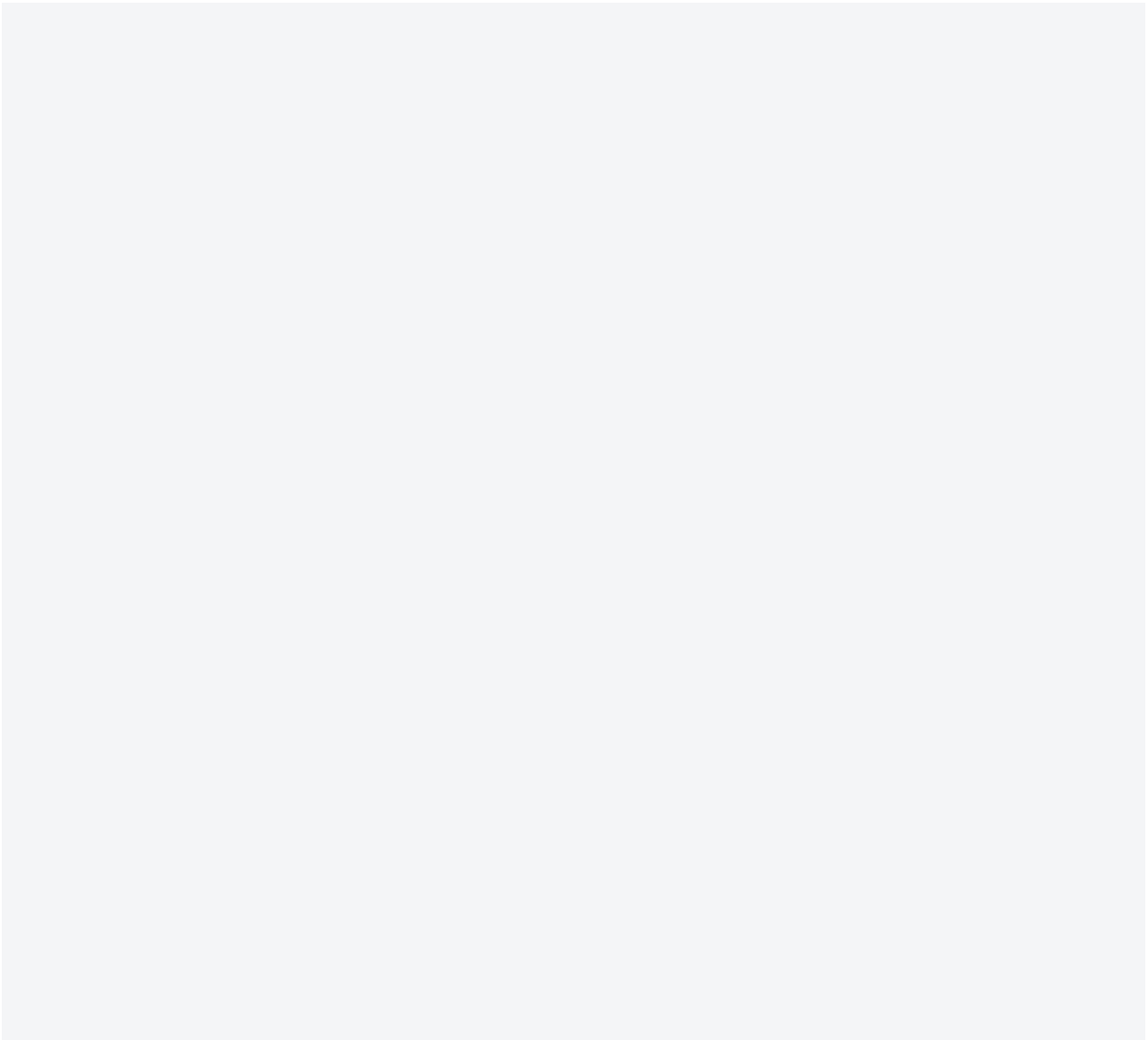
*Step 1: Go and take this fun quiz:*

[CLICK HERE TO ACCESS IT](#)

*Step 2: Explore on your own other productivity systems (click below and scroll down to see all methods and their explanation)*

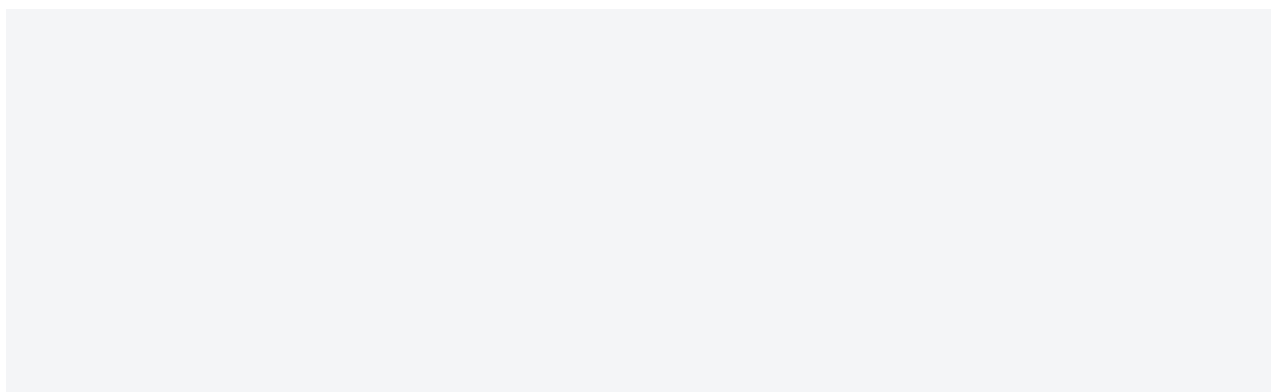
[CLICK HERE TO BROWSE](#)

*What productivity systems will you try?*



*When will you re-assess whether it worked for you or not and whether to keep going or find a new one?*

*Remember, changing is OK! You might need to experiment with a few before you find what's best for you :-)*



# WELL DONE!

For further help, support and training to help you start, grow and profit from your handmade shop, check out Tizzit HQ



- 4-STEP MAKER'S ROADMAP SYSTEM
- LIBRARY OF IN-DEPTH COURSES AND TRAINING
- LIVE MONTHLY COACHING SESSIONS
- A SUPPORTIVE ONLINE COMMUNITY

*learn more*

