

THE ULTIMATE

BLUEPRINT

To Build Profitable Sales & Lead
Generation Funnels for Passive Income



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INTRODUCTION

Welcome to The Ultimate Blueprint to Build Profitable Sales & Lead Generation Funnels for Passive Income! If you're looking to create a business that works for you, even when you're not actively working, this blueprint will show you exactly how to build sales and lead-generation funnels that generate passive income.

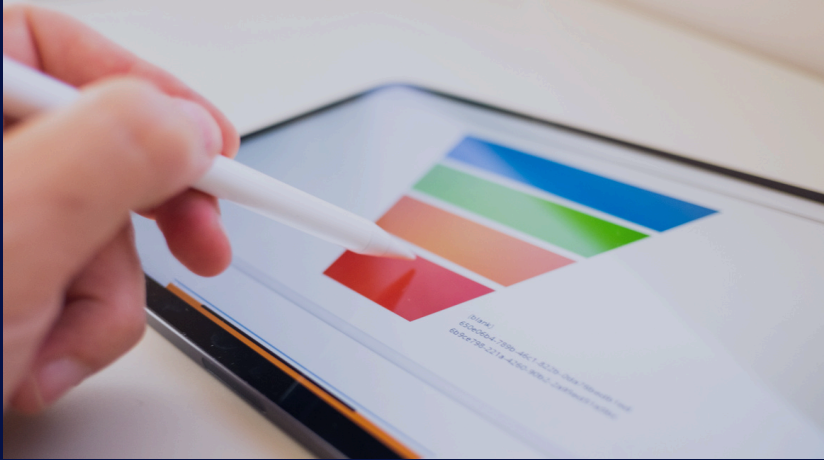
This blueprint is designed to walk you through the entire process of building funnels, from selecting the right platform to scaling your business. Whether you're brand new to funnel building or already have some experience, this blueprint is structured to help you grow a successful business that generates income on autopilot.

What is a Funnel Business?

A funnel business uses a series of web pages (called a funnel) designed to guide visitors toward a specific action, such as joining an email list or making a purchase. Funnels are powerful because they create a clear and simple path for potential customers, making it easier for them to decide to buy.

One of the biggest advantages of funnels is their ability to run on autopilot. Once your funnel is set up, it continues working without constant attention. This automation allows you to generate passive income—earning money even while you sleep!

INTRODUCTION



Why Funnel Businesses are Profitable?

Funnel businesses are highly profitable because they operate around the clock. After your funnel is built, it consistently brings in leads, nurtures them, and converts them into customers—all with minimal ongoing effort.

By automating the sales process, you free up your time to focus on scaling and improving your business, while your funnel continues to generate income. This combination of automation and scalability makes funnel businesses one of the most efficient and rewarding models for building lasting revenue.

INTRODUCTION

What to Expect from This Blueprint

In this blueprint, you will learn:

- How to set up your funnel-building platform.
- How to choose the right funnel model for your business.
- Step-by-step instructions on building your funnel from start to finish.
- How to drive traffic to your funnel using both organic and paid strategies.
- Ways to optimize your funnel for higher conversions and scale your business.

By the end of this blueprint, you'll have a fully optimized funnel that works for you, bringing in sales while you focus on growing your business.



SETTING UP YOUR FUNNELS ACCOUNT



The first step in building a profitable funnel business is setting up the right platform to build your funnels. There are many funnel-building platforms out there, including Clickfunnels, Systeme.io, GoHighLevel, Kartra, and Leadpages. Each of these platforms offers drag-and-drop tools and templates that make funnel-building easy.

Step 1: Choose a Funnel Building Platform

Select a platform that suits your business needs. Whether you're just starting out or already have an established business, make sure the platform you choose allows you to create the type of funnel you need.

SETTING UP YOUR FUNNELS ACCOUNT

1. ClickFunnels

ClickFunnels is one of the most well-known and widely-used funnel-building platforms. It's an all-in-one solution designed for marketers and entrepreneurs who want to create high-converting sales funnels with ease.

- **Best For:** Entrepreneurs and small business owners who want a powerful tool with drag-and-drop features for building various types of funnels.

Key Features:

- Create sales funnels, lead generation funnels, and membership sites.
- Pre-built templates for quick setup.
- Email automation and follow-up sequences.
- Affiliate program management with Actionetics (a tool inside ClickFunnels).
- Integration with payment gateways like Stripe and PayPal.

Why Choose ClickFunnels

If you need an easy-to-use platform with strong funnel-building capabilities and you want everything in one place, ClickFunnels is an excellent choice. It's perfect for those looking to scale quickly without technical expertise.

SETTING UP YOUR FUNNELS ACCOUNT

2. Systeme.io

Systeme.io is a great alternative for beginners who want a simple, easy-to-use platform with a wide range of tools, including funnel-building, email marketing, and affiliate program management.

Best For: Beginners and small businesses who need a straightforward tool for funnel-building without a steep learning curve.

Key Features:

- Funnel-building with drag-and-drop editor.
- Email automation for lead nurturing and follow-up sequences.
- Affiliate program management to help you build and manage an affiliate network.
- Course and membership site creation.
- Affordable pricing for small businesses.

Why Choose Systeme.io

If you're looking for an easy platform to get started with and need tools like email marketing, funnel-building, and affiliate management in one place at an affordable price, Systeme.io is a great option.

SETTING UP YOUR FUNNELS ACCOUNT

3. GoHighLevel

GoHighLevel is ideal for agencies or businesses looking for advanced features like CRM (Customer Relationship Management), workflows, and automation.

Best For: Marketing agencies or businesses with complex needs, requiring CRM integration and automation workflows alongside funnel-building.

Key Features

- CRM and workflow automation to manage leads and clients.
- Funnel-building with customizable templates.
- Email and SMS marketing automation.
- Call tracking and lead scoring to improve sales processes.
- Integration with third-party tools (e.g., Google Ads, Facebook, etc.).

Why Choose GoHighLevel

If you need a platform that offers more than just funnel-building—like CRM, email automation, and other advanced marketing features—GoHighLevel is a solid choice. It's especially helpful for agencies who need to manage client workflows and communications.

SETTING UP YOUR FUNNELS ACCOUNT

4. Kartra

Kartra is a powerful platform that offers a fully integrated solution for managing funnels, email marketing, memberships, and much more.

Best For: Businesses that need an all-in-one solution with advanced features like membership sites, automation, and video hosting.

Key Features:

- Funnel-building with customizable templates.
- Email marketing and automation sequences.
- Membership site creation to deliver courses or exclusive content.
- Video hosting to manage and protect your videos.
- Advanced analytics to track funnel performance.

Why Choose Kartra

If you need a platform that offers comprehensive features for managing your entire business online—from funnel-building to email marketing, video hosting, and memberships—Kartra is an excellent choice. It's a great solution for growing businesses with multiple needs.

SETTING UP YOUR FUNNELS ACCOUNT

5. Leadpages

Leadpages is primarily focused on creating high-converting landing pages and lead-generation funnels. It's a simpler and more affordable option for businesses that mainly need landing pages for capturing leads.

Best For: Businesses focused on lead generation and conversion-focused landing pages.

Key Features:

- Landing page builder with customizable templates.
- Lead capture forms to collect email addresses and other information.
- A/B testing to test different page variations.
- Integrations with email marketing and CRM tools like Mailchimp and HubSpot.
- Pop-ups and alert bars to capture leads across your site.

Why Choose Leadpages

If your primary goal is to build highly-converting landing pages for lead generation, Leadpages is a great choice. It's perfect for businesses that need simple, focused funnels without needing the full functionality of larger platforms like ClickFunnels or GoHighLevel.

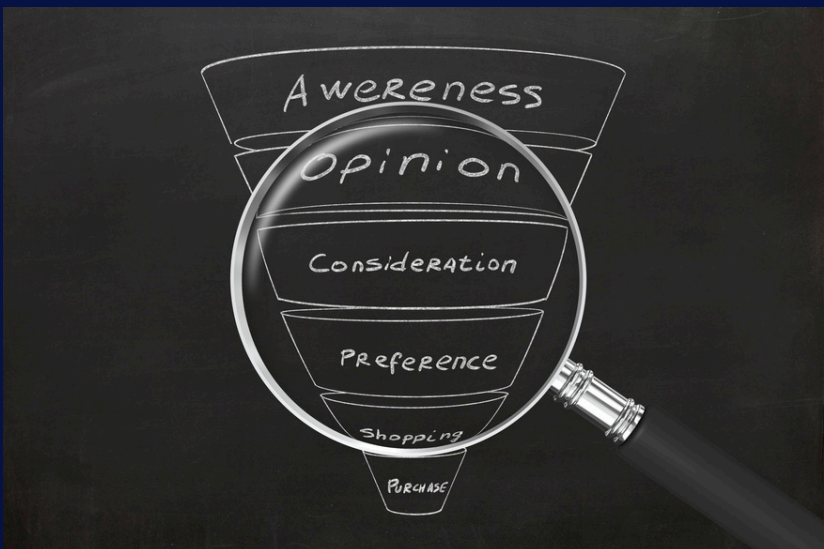
SETTING UP YOUR FUNNELS ACCOUNT

Step 2: Sign Up and Set Up Your Account

Once you've chosen a platform, sign up and follow the setup process. This usually involves entering your business information, setting up payment gateways (like Stripe or PayPal), and integrating any necessary tools (like email marketing or CRM systems).

Step 3: Familiarize Yourself with the Dashboard

Take some time to explore the platform's dashboard. Familiarize yourself with the features and tools available so you can move forward with building your funnel with ease.



CHOOSING THE RIGHT FUNNEL MODEL

The next step is choosing the right funnel model for your business. Funnels are built for different goals, such as collecting leads or making sales. Here are the main types of funnels you should consider:

Types of Funnels:

1. Lead Generation Funnel

- **What it is:** This funnel is designed to help you capture emails or contact information from people who are interested in what you offer. You typically offer something for free, like a guide, checklist, or ebook, in exchange for their contact details.
- **When to use it:** Choose this funnel if you want to build an email list of potential customers. This is great for nurturing leads and following up with them over time.

2. Sales Funnel

- **What it is:** A sales funnel is designed to sell a product or service directly. It typically has pages where people learn about your product, see its benefits, and then make a purchase.
- **When to use it:** If you already have a product or service to sell and want to drive direct sales, this is the funnel for you.

CHOOSING THE RIGHT FUNNEL MODEL

3. Webinar Funnel

- **What it is:** This funnel invites people to join a live or recorded webinar where you teach something valuable, and at the end of the webinar, you pitch your product or service.
- **When to use it:** Use this funnel if you want to educate your audience and build trust before selling. This works well for higher-ticket items or services.

4. E-commerce Funnel

- **Built to sell physical products.** This type of funnel is designed to guide customers to make a purchase with options for upselling and cross-selling.

How to Choose the Right Funnel

To choose the right funnel model, ask yourself:

- **What's your primary goal?** Are you trying to generate leads, sell products, or build a relationship with your audience?
- **Who is your target audience?** What are they looking for and what is the most effective way to deliver it?

CHOOSING THE RIGHT FUNNEL MODEL

Define Your Primary Goal

Take a moment to think about your business goals. Do you want to build an email list, sell a product, or run a webinar? Once you know what you want to achieve, choose the funnel that will help you reach that goal.

By selecting the right funnel now, you'll set yourself up for success in the next steps. Once you've made your decision, we can start building your funnel!



BUILDING YOUR FUNNEL

STEP-BY-STEP

Now that you've chosen your funnel model, it's time to build your funnel. This is where the real work begins, but don't worry—this guide will walk you through it step by step. We're going to break down the process into easy-to-follow stages so you can build a high-converting funnel that attracts leads and turns them into customers.

A. Planning Your Funnel

1. Define Your Offer

- Before you even start designing your funnel, make sure you understand exactly what you're offering. What's your product or service? Why would someone want to buy it?
- You need to know what problem you're solving for your customers and what makes your offer stand out. Write this down and keep it in mind as you build the funnel.

2. Map Out the Customer Journey

- Think about the steps a person will take once they land on your funnel. This is their customer journey.
 - Step 1: They first discover your offer.
 - Step 2: They learn more about your product and decide if it fits their needs.
 - Step 3: They take action—whether that's signing up, downloading something for free, or making a purchase.

BUILDING YOUR FUNNEL

STEP-BY-STEP

B. Designing Your Funnel Pages

1. Landing Page

The landing page is the first impression people will have of your funnel. You want to grab their attention right away. Here's what to focus on:

- **Headline:** Make sure your headline explains exactly what you're offering and how it helps.
- **Subheadline:** Add a supporting sentence to elaborate and explain more about your offer.
- **Call-to-Action (CTA):** Tell people exactly what to do next—whether that's signing up, buying, or learning more.
- **Social Proof:** Add testimonials or trust badges to show that others trust your offer. This builds credibility and makes people feel more comfortable.

2. Sales Page

The sales page is where you explain the details of your product or service. This page should answer any questions your customers might have and help them decide whether to buy.

- **Benefits:** Explain how your product or service will help them. What problem does it solve?
- **Features:** List the key features of your offer, but don't just focus on features—show how those features will improve their life.
- **Guarantee:** Offering a money-back guarantee is a great way to reduce risk and make people more likely to buy.

BUILDING YOUR FUNNEL STEP-BY-STEP

Thank You Page

Once someone takes action—whether they’ve signed up for your email list, purchased a product, or downloaded something—they’ll land on the Thank You Page.

- Confirm their action: Thank them for their purchase, sign-up, or whatever step they took.
- Next steps: Provide the next action for them to take—whether that’s accessing their download, scheduling a call, or visiting another page.



BUILDING YOUR FUNNEL STEP-BY-STEP

C. Integrating Tools & Automation

1. Email Automation

- Set up automated email sequences to follow up with your leads. For example, when someone signs up for your lead magnet (a free ebook or guide), you can send them a welcome email and follow up with more valuable content over time.
- Tools like Systeme.io can help you create these automated email sequences, making it easier to nurture your leads and keep them engaged.

2. Tracking & Analytics

- Use tracking tools like Google Analytics and Facebook Pixel to track how people are interacting with your funnel. This data will help you understand what's working and where you can improve.
- Analytics allow you to make data-driven decisions, which is key for funnel optimization.

BUILDING YOUR FUNNEL STEP-BY-STEP

AI Tools to Help Your Funnel

AI can be a game-changer when it comes to optimizing your funnel. For example:

- **AI Chatbots:** Use tools like ManyChat or Tars to create automated conversations with visitors. These chatbots can answer questions, guide people through your funnel, and even help qualify leads.
- **AI Copywriting:** Tools like Copy.ai or Jasper can help you quickly generate high-converting copy for your pages. These tools use AI to suggest copy that's proven to perform well.



BUILDING YOUR FUNNEL STEP-BY-STEP

Build Your Funnel

It's time to start building! Using the above Funnels, start by creating the pages for your funnel:

- Build your landing page, sales page, and thank-you page.
- Use drag-and-drop tools to design the pages and make them look professional.
- Test everything to make sure it works as expected.

Once your funnel is built, we'll move on to the next step: driving traffic to your funnel.



TRAFFIC GENERATION & ADVERTISING STRATEGIES

Now that your funnel is built, the next step is to get people to visit it. After all, without traffic, no one will see your offer, and you won't make any sales. In this section, we'll go over how to drive traffic to your funnel using both organic (free) and paid strategies. These methods will help you reach your target audience and get your funnel in front of the right people.

A. Organic Traffic Methods

Organic traffic means getting visitors without paying for ads. This is a great way to start if you're on a budget or just getting your business off the ground.

1. Content Marketing

One of the best ways to attract people is by sharing valuable content. Start a blog or YouTube channel where you share tips, tutorials, and other helpful information related to your niche.

Why it works: People are always looking for answers online. By creating content that solves their problems, you can drive traffic to your funnel without spending money on ads. Make sure to link to your funnel in your content, so people know where to go next.

TRAFFIC GENERATION & ADVERTISING STRATEGIES

2. Social Media

Use social media platforms like Instagram, Facebook, LinkedIn, and TikTok to share quick tips, success stories, and behind-the-scenes content. These platforms are great for building an audience and driving traffic to your funnel.

Post regularly and engage with your followers. The more you connect with your audience, the more likely they are to visit your funnel.

3. SEO (Search Engine Optimization)

Optimize your content so it shows up in search engines like Google. Use keywords related to your niche to help people find your content when they search for topics related to your business.

You don't need to be an SEO expert to get started. Use simple tools like Ubersuggest or Google Keyword Planner to find popular search terms related to your offer and add them to your content.

TRAFFIC GENERATION & ADVERTISING STRATEGIES

B. Paid Traffic Methods

If you want to scale your traffic quickly, paid ads are a great way to go. Here are a few options:

1. Facebook & Instagram Ads

Create targeted ads on Facebook and Instagram to reach people interested in your niche. These platforms allow you to target very specific audiences based on their interests, demographics, and behaviors.

For example, if you're selling a fitness product, you can target people who follow fitness pages or who have shown an interest in health and wellness.

2. Google Ads

Use Google Ads to show your ads when people search for specific keywords. For example, if your funnel is about email marketing, you can target people searching for "how to build an email list" or "best email marketing tools."

- **Retargeting Ads:** These ads show your message to people who have visited your funnel but haven't yet taken action. Retargeting helps remind them to return and complete the desired action.

TRAFFIC GENERATION & ADVERTISING STRATEGIES

3. Influencer Marketing

Another way to get more eyes on your funnel is through influencer marketing. Partner with influencers in your niche who have a large, engaged following.

Offer them a commission for each sale they bring in or pay them for promoting your funnel. This is a great way to tap into an established audience.

C. Affiliate & Partnership Programs

Affiliate Marketing

Set up an affiliate program where other people can promote your funnel for a commission. This is a great way to expand your reach without doing all the work yourself.

You can use platforms like ClickBank or JVZoo to manage your affiliate program and track sales.

Partnerships

Collaborate with other businesses or influencers in your niche. By partnering with others, you can cross-promote your funnels and reach new audiences who are already interested in your type of product or service.

TRAFFIC GENERATION & ADVERTISING STRATEGIES

AI Tools for Traffic Generation

AdEspresso & Albert

These AI-powered tools help you optimize your Facebook and Instagram ads. They analyze your audience and ad performance, making adjustments in real-time to improve results.

- AdEspresso and Albert take the guesswork out of running ads by providing data-driven insights into how your ads are performing.

Hootsuite & SocialBee

- Use Hootsuite or SocialBee to schedule and manage your social media posts. These tools can also analyze your posts' performance, helping you determine what works best for your audience.



TRAFFIC GENERATION & ADVERTISING STRATEGIES

Create Your Traffic Strategy

Now it's time to put your plan into action! Here's what you should do:

- Decide which traffic methods you want to focus on: organic, paid, or both.
- Set a monthly budget for ads and start experimenting with different types of ads.
- Create a content calendar to plan your blog posts, social media content, and videos.
- Start promoting your funnel on social media and through any affiliate or partnership programs you have set up.
- Monitor your results and make adjustments as needed. Keep testing what works best for your audience, and over time, you'll see more traffic flowing to your funnel.

OPTIMIZING CONVERSIONS & SCALING YOUR BUSINESS

Once you've started driving traffic to your funnel, the next step is optimizing conversions. This means making sure that the visitors to your funnel are taking the actions you want them to—whether that's signing up for your email list, purchasing your product, or booking a call. After that, we'll talk about how to scale your business and increase your revenue.

A. Conversion Rate Optimization (CRO)

Conversion Rate Optimization (CRO) is all about improving the performance of your funnel so that more of your visitors become paying customers. Let's go over some strategies you can use to optimize your funnel for better conversions.

A/B Testing

What it is: A/B testing means testing different versions of a page to see which one performs better. For example, you could test two different headlines, calls-to-action (CTAs), or images to find out which one gets more clicks.

- **How to do it:** Use tools like Google Optimize or VWO to run your tests. The goal is to figure out what works best for your audience and keep improving your funnel's performance.

OPTIMIZING CONVERSIONS & SCALING YOUR BUSINESS

User Feedback

Why it's important: Getting feedback from your users is essential for understanding why they might not be converting. For example, are they confused by your offer? Is your checkout process too complicated?

How to collect it: You can use surveys or ask your customers for feedback directly through email or on your Thank You page. This feedback will give you valuable insights into what you can change to improve your funnel.

Heatmaps & Analytics

What are heatmaps? Heatmaps are tools that show where users are clicking on your funnel pages and how far down the page they are scrolling. This data helps you understand what parts of your page are working and what parts need improvement.

How to use them: Tools like Hotjar or Crazy Egg create heatmaps that show where visitors are clicking, which can help you improve your funnel design.

OPTIMIZING CONVERSIONS & SCALING YOUR BUSINESS

B. Scaling Your Business

Once your funnel is optimized and converting well, it's time to think about how to scale your business. Scaling means finding ways to grow your business without having to work harder. Here are a few strategies to help you do that.

Upsells & Cross-Sells

What are upsells and cross-sells? Upselling means offering a more expensive version of the product someone just bought, while cross-selling involves offering additional related products.

How to use them: After someone buys your main product, offer them a related product at a discounted price (upsell). Or, suggest other products that complement what they just bought (cross-sell).

Example: If you're selling a course, you could upsell a one-on-one coaching session or offer a bundle of additional courses at a discounted rate.

OPTIMIZING CONVERSIONS & SCALING YOUR BUSINESS

Email Sequences

Why it works: Email marketing is one of the most effective ways to scale your business. Once you've captured someone's email, you can continue to nurture them with email sequences that encourage more purchases.

How to set it up: Create email sequences that offer value to your subscribers, such as additional tips, exclusive offers, or special discounts. Tools like Mailchimp or ConvertKit can help you set up automated email campaigns.

Automation

How it helps: As your business grows, it can be tough to handle all the tasks manually. That's where automation comes in. By automating parts of your marketing and sales process, you can save time and keep your funnel running smoothly.

How to automate: Use tools like Zapier to connect different apps and automate tasks like sending emails, processing payments, or adding customers to your CRM.

OPTIMIZING CONVERSIONS & SCALING YOUR BUSINESS

AI Tools for Conversion & Scaling

VWO (Visual Website Optimizer)

VWO is an AI-powered tool that helps you run A/B tests and analyze user behavior. It provides data-driven insights that will help you optimize your funnel for higher conversions.

Hotjar and Crazy Egg

These AI-powered heatmap tools show you where visitors are clicking and what they're ignoring on your funnel pages. This information will help you make design changes that improve your funnel's performance.

ManyChat and Tars (Chatbots)

AI chatbots like ManyChat or Tars can guide visitors through your funnel, qualify leads, and even handle customer service. This makes it easier to engage with more visitors and convert them into customers.

OPTIMIZING CONVERSIONS & SCALING YOUR BUSINESS

Review Your Funnel Analytics

To make sure your funnel is performing well, you need to regularly check your funnel analytics. Look at things like:

Conversion rates: How many people are taking action after visiting your funnel?

Bounce rates: How many people are leaving your funnel without taking action?

Click-through rates (CTR): Are your CTAs getting clicked?

Use this data to make adjustments and improve your funnel. Test different versions of your pages to see what works best, and continue optimizing to increase your revenue.

ALL-PURPOSE TRAFFIC STRATEGIES

1. Facebook (Organic & Paid)

Organic:

- Post consistently on your profile, page, and in niche groups
- Use short-form video (Reels) with trending sounds
- Ask questions, share tips, and use polls to spark engagement
- Go live to connect with your audience in real time

Paid:

- Run targeted ads promoting a freebie, offer, or product
- Use custom audiences: website visitors, email list, and video watchers
- Test different images, videos, and copy to find what works best
- Retarget people who engaged but didn't take action

ALL-PURPOSE TRAFFIC STRATEGIES

2. Google (Search + Display Ads)

Google Ads:

- Target keywords related to what your audience is searching for
- Show ads on websites your audience visits using Google Display Network
- Use location targeting if your business is tied to a region

Focus on clear, relevant landing pages to lower ad costs



ALL-PURPOSE TRAFFIC STRATEGIES

3. SEO (Search Engine Optimization)

On-Page SEO:

- Use keywords people search for in your page titles, blogs, and headlines
- Add images, internal links, and clear calls to action
- Make sure your website is mobile-friendly and fast-loading

Off-Page SEO:

- Get listed in online directories
- Partner with other sites or creators for backlinks
- Encourage reviews on Google and other platforms

Content Strategy:

- Post valuable blog content regularly
- Create how-to guides, listicles, or educational content
- Repurpose your blog posts into videos, carousels, and emails

ALL-PURPOSE TRAFFIC STRATEGIES

4. YouTube & Short-Form Video

- Post YouTube videos or Shorts answering common questions or sharing tips
- Use keyword-friendly titles and engaging thumbnails
- Add your link in the description or as a pinned comment
- Encourage likes, comments, and shares to boost visibility

5. Email Marketing

- Offer a freebie (guide, checklist, discount, etc.) in exchange for emails
- Send consistent value-based emails (educational, entertaining, or exclusive offers)
- Include links back to your products, content, or services
- Clean your list regularly to boost open rates and deliverability

ALL-PURPOSE TRAFFIC STRATEGIES

6. Bonus: Other Channels

- **TikTok:** Use trends and sounds with educational or entertaining content
- **Pinterest:** Great for visual content, evergreen blog traffic, and product promotion
- **Podcasts:** Guest on relevant shows to share value and link back to your offer

Quora/Reddit: Answer questions and naturally share your expertise



CONCLUSION & NEXT STEPS

You now have everything you need to start building and scaling your funnel business. Start by setting up your funnel, driving traffic, and continuously optimizing your process. As you refine your funnel and grow your business, you'll be well on your way to earning passive income and achieving long-term success.

