

EDITION NO.2

DOING MODE RESET

The 10-Minute Doing Mode Reset

From knowing what to do to completing one client-creating action today.

Before You Press Play

Use this workbook while you watch the 10-Minute Doing Mode Reset. The goal is not to create a perfect plan. The goal is to choose one client-creating action, schedule it, complete it and record the evidence.

1

Choose one result

Pick a commercial result for the next 30 to 90 days.

2

Name the action

Choose the smallest action that gives another person the chance to respond.

3

Record the evidence

Measure the action you completed, not the response you hoped for.

Your commitment

I will complete this action today, record the evidence and treat the response as information, not a verdict on me.

Do not improve the plan. Complete the action.

Reset Worksheet

1. THE RESULT

What meaningful result are you trying to create over the next 30 to 90 days?

Choose one result specific enough to guide action. Examples: book four discovery calls, sign two new clients, fill ten places in my group programme.

My result: _____

2. THE ACTION

What specific client-creating action would move you closer to that result?

The test: does this action give another person the opportunity to respond, to reply, accept, decline, ask, book, buy, refer or continue a conversation?

Examples: send one genuine follow-up, ask one person for a referral, invite one prospect to a call, publish one clear invitation, send one offer email, reconnect with one former client.

My action: _____

3. THE SUBSTITUTE

What have you been doing instead? Tick all that apply. This is pattern spotting, not self-criticism.

- | | | |
|---|---|--|
| ☐ Planning | ☐ Researching | ☐ Editing |
| ☐ Learning | ☐ Organising | ☐ Creating content without making an invitation |
| ☐ Building systems | ☐ Improving branding | ☐ Other |

4. THE DISCOMFORT

What outcome are you afraid this action might create?

For example: silence, rejection, judgement, appearing salesy, or discovering the offer needs improvement.

What might you make that response mean about you?

You control the action. You do not control the response. The meaning is yours to choose.

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Reset Worksheet

5. THE SMALLEST COURAGEOUS VERSION

What is the smallest useful version of the action that still creates a real opportunity for someone to respond?

Example: "Launch a full outreach campaign" becomes "send one genuine follow-up to the warmest prospect on my list today".

My smallest courageous version: _____

6. THE APPOINTMENT

Action: _____ Date: _____ Exact time: _____

Platform or location: _____ Trigger: _____

First physical step: _____ Distraction I will remove: _____

7. THE EVIDENCE

What evidence will prove the action was completed? Make it binary: either it exists or it does not.

Examples: sent message, published invitation, CRM entry, call invitation, referral request, sent email, offer made.

My evidence: _____

My commitment

I will complete this action today, record the evidence and treat the response as information, not a verdict on me.

Name: _____ Signature: _____ Date: _____

Do not improve the plan. Complete the action.

The Seven-Day Revenue Action Tracker

Choose one commercially meaningful action each day. Complete it, record what happened and decide the next move. The goal is not to control the response. The goal is to build evidence that you can act consistently.

Day	Result I am creating	Today's client-creating action	Time scheduled	Completed	Market response	What I learned	Next action
Day 1				☐			
Day 2				☐			
Day 3				☐			
Day 4				☐			
Day 5				☐			
Day 6				☐			
Day 7				☐			

End-of-week reflection

1. How many actions did I complete?
2. How many conversations did these actions create?
3. What type of action produced the strongest response?
4. What did I learn about my avoidance pattern?
5. What action will I repeat next week?
6. Where would support or accountability help?

One reset creates movement. A supported weekly rhythm creates momentum.

START MY SEVEN-DAY DOING MODE TRIAL

www.skool.com/doingmode/about