CREATING YOUR *Signature System:*

A STEP-BY-STEP GUIDE FOR HEALTH AND WELLNESS PROFESSIONALS

LESLI BITEL'S
6-Figure Biz *Academy*
FOR HEALTH PROFESSIONALS



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Why a Signature System Matters

A clear, structured process not only helps clients understand their journey and gain confidence in the results they can achieve but also benefits the practitioner. Breaking down your approach into defined steps or pillars makes it easier to communicate your methods consistently and confidently, whether in consultations, on your website, or in marketing materials. This structure allows you to focus on delivering value at each step, ensures a smoother workflow, and reinforces your expertise. Overall, a well-organized system provides clarity and efficiency, enhancing both the client experience and your practice's effectiveness.

Developing Your Signature Steps/Pillars

Each pillar in your signature system represents a core phase or transformation within your process. Aim for simplicity: 3-5 steps are ideal, creating a roadmap that's easy for clients to understand and follow. Name each pillar with language that resonates with your clients and conveys the benefits of each stage.

Example Signature Systems

1. 5-R PROTOCOL FOR GUT HEALTH RESTORATION
This well-known protocol for gut health provides a clear roadmap for clients, breaking down a complex healing journey into five structured steps:

- Remove – Eliminate stressors, such as unhealthy foods or pathogens, that disrupt gut health.
- Replace – Introduce essential digestive aids like enzymes to support digestion.

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- Reinoculate – Rebuild the gut's beneficial bacteria with probiotics and fiber.
- Repair – Support healing with nutrients that repair the gut lining.
- Rebalance – Foster long-term gut health through stress management and healthy lifestyle practices.

2. MENOPAUSE MANAGEMENT PROGRAM BY BETH WRIGHT, B-FIT THE WRIGHT WAY™

This 5-part program offers a clear path through the challenges of menopause, guiding clients with structured pillars:

- Hormonal Understanding – Helping clients understand hormonal changes and their impact on symptoms.
- Nutrition – Providing strategies to manage weight and maintain energy.
- Exercise – Incorporating exercises that support muscle mass, bone density, and overall health.
- Sleep and Stress – Focusing on improving resilience and sleep quality.
- Gut Health and Detoxification – Supporting hormone health through gut health and safe detox practices.

3. HASHIMOTO'S RECOVERY PROGRAM BY DR. ISABELLA WENTZ

Dr. Wentz's program breaks down the journey from symptoms to recovery in 5 pillars:

- Assessment and Testing – Identifying individual needs with targeted testing.
- Liver Support – Detoxifying the liver to aid the body's healing process.
- Nutrition and Supplements – Tailoring nutrition and supplements to address deficiencies.
- Gut Healing – Strengthening gut health for optimal nutrient absorption and immune support.
- Lifestyle and Maintenance – Implementing long-term lifestyle adjustments to sustain recovery and prevent relapse.

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4. MINDFUL EATING PROGRAM BY JOSIE KRAMER
This program takes clients from mindless to mindful eating with a simple, structured approach:

- Awareness and Intention – Setting intentions and connecting with the reasons behind eating habits.
- Mindfulness Practice – Developing mindfulness skills to change eating behavior.
- Body Awareness – Honoring the body with healthier food choices and movement.
- Hunger Awareness – Understanding and addressing cravings and fullness cues.
- Emotional Resilience – Building strategies to manage emotions without turning to food as a coping mechanism.

Note: The example programs provided here are solely for illustrative purposes to help you visualize how to create your own signature system. They are not endorsements or recommendations of any specific practitioner or program.

How to Use Your Roadmap with Clients

Presenting your roadmap as a visual, such as a diagram, enhances its impact. You can use these steps in initial consultations to explain the client's journey, on your website to make your process clear, or as a handout to provide reassurance and a tangible path forward. Visuals make your roadmap engaging and easy to remember, enhancing the client experience.

Brainstorming Exercise: Define Your Signature Pillars

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Use the table below to outline the 3-5 pillars of your signature system.

STEP/PILLAR	DESCRIPTION	VALUE TO CLIENT

Creating a Visual Roadmap

After defining your pillars, consider how you can visually represent these steps to reinforce your process. A simple graphic, flowchart, or icon-based diagram can make your roadmap easy to understand at a glance, reinforcing client trust and engagement.

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