Hi Marigold,

I just want to follow up that there are internal pages needed to be added. I am not sure if we can be able to do it. Please let us know.

By the way here's the list:

**On-Boarding (Project Kick Off)**

* Directions For Use (No Video)
  + How to use the members area + GDrive etc
* How to Use the Program(No Video)
  + Explanation of the components
  + Strategy
  + The Coaching Process
  + Why do we Prioritise?
  + How to Use Coaching
  + Psychology of learning and doing
* Managing Change(No Video)
  + Psychology of Change
  + More Psychology
  + Choice and consequences
* Setting your Strategy(No Video)
  + Why Strategy is Important
  + Strategy Structure
  + How to Use your Strategy
  + How to set your vision
  + Setting Your Strategy (The Vital Few + The Strategies (overview video)

**Instruction Manual**

* Building Block 1 - Build a Marketing Machine (No Video)
  + Introduction
  + Marketing Principles
  + Integrated Marketing Plan
  + The Four Types of Trade Business
  + The Four Marketing Building Blocks (and which ones you should do)
  + Marketing Groundwork
    - The Detail: Find Me Marketing
    - The Detail: Interrupt Marketing
    - The Detail: Site-Specifric Marketing
    - The Detail: Relationship Marketing Lite
    - The Detail: Relationship Marketing Short Term
    - The Detail: Relationship Marketing Heavy
  + Your Marketing Plan
* Building Block 2 - Build a Sales Machine (No Video)
  + Introduction
  + Sales Principles
  + Sales Process - small jobs
  + Sales Process - project
  + Building the documents for your sales process - scipts, checklists
  + proposal templates, upselling checklists
  + Sales Training
  + Measuring and Managing your Sales Process
  + Pricing - resisting discounting and charging enough
  + Your Sales Plan
* Building Block 3 - Build a Operations Machine (No Video)
  + Introduction
  + Principles
  + Systems - how to write one
  + Systems - which ones to have
  + Checklists (to help people follow systems)
  + Delegation process
  + Project Management
  + Cloud-based systems
  + Your Operations Machine Plan
* Building Block 4 - Build a Back Office Machine (No Video)
  + Introduction
  + Principles
  + Overheads
  + Bookkeeping
  + Risk
  + HR Compliance
  + Cash Flow
  + Margins
  + Knowing what's going on
  + P&L and Profitability
  + Paying into Super for you
  + Admin processes
  + Admin tools
  + Outsourcing - what and how to outsource
  + Reporting and the joy of a graph
  + Your Back Office Machine Plan
* Building Block 5 - Extract YOU from IN the guts of it to work ON it (No Video)
  + Introduction
  + Principles
  + Managing Time
  + Prioritisation
  + Managing Yourself
  + Managing Work
  + Your plan for You
* Building Block 6 - Your Team - Build a Great Team (No Video)
  + Introduction
  + Principles
  + Leadership
  + Management
  + Culture
  + Hiring (Well)
  + Training
  + Your Plan for Your Team