



the next move

FREE RESOURCE 02

The 30-Day GHL Learning Roadmap

One month of focused learning beats a year of random tutorials.
About an hour a day. Tick the boxes as you go.

WEEK 1

Learn the GHL ecosystem

- ☐ Tour the dashboard and understand sub-accounts
- ☐ Learn the difference between agency and sub-account view
- ☐ Explore Contacts, Conversations, and Opportunities
- ☐ Set up your own practice sub-account
- ☐ Import a test contact list and tag it
- ☐ Watch how a lead flows in from a form

BY FRIDAY: *Build: a clean practice sub-account you'll use all month.*

WEEK 2

CRM and Pipelines

- ☐ Create custom fields that match a real business
- ☐ Build a pipeline with 4 to 6 realistic stages
- ☐ Move test opportunities through every stage
- ☐ Set up smart lists and saved filters
- ☐ Practice tagging strategy: source, status, interest
- ☐ Learn manual actions and notes for handoffs

BY FRIDAY: *Build: a pipeline you could hand to a real client today.*



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WEEKS 3 AND 4

The half where it clicks

This is the part most people never reach. Push through these two weeks and you will have something real to show for it.

WEEK 3

Workflows and Automation

- ☐ Create your first workflow from a form submission
- ☐ Add a trigger, an action, and a wait step
- ☐ Write and send an automated email
- ☐ Write and send an automated SMS
- ☐ Add if/then branching based on a reply
- ☐ Test the workflow end to end and read the logs

BY FRIDAY: *Build: a 3-step follow-up sequence that actually fires.*

WEEK 4

Build your first mini system

- ☐ Build a simple funnel with a form
- ☐ Connect the form to your pipeline
- ☐ Attach your follow-up automation
- ☐ Add a calendar and booking confirmation
- ☐ Run yourself through the whole system as a lead
- ☐ Screenshot everything for your portfolio

BY FRIDAY: *Build: one complete system, start to finish. This is your proof.*



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DAY 31 AND BEYOND

You finished. Now what?

Thirty days in, you are no longer a beginner. Here is how to turn that into actual opportunities instead of just knowledge.

» Rebuild it faster

Do the same mini system again from scratch. It should take a third of the time. Speed is what clients pay for.

» Build for a real scenario

Pick a business type you understand: a salon, a realtor, a coach. Build the system they would actually need.

» Show your work publicly

Post a screenshot of one automation you built and explain what it does. This is how people find out you exist.

» Offer one free build

Find one business owner and build one small automation free. You get a testimonial and a reference. They get value.

» Then start charging

You do not need to know everything. You need to solve the specific problem in front of you, and now you can.

You don't need to know everything yet.
You just need to make your next move.

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