

2026-27 SYLLABUS



Discern by Doing for Business includes 24 meetings of 60 minutes each in a small group of 6 or fewer people. Titles and topics are subject to change as we encounter the needs of the group.

- 1- September 14 - Give Yourself an “A” / Your Sacred “Why”**
- 2- September 21 - Who You Are and How You Serve (Enneagram Week)**
- 3- September 28 - Old Money Messages**
- 4- October 5 - Ideal Client Profile / Their Sacred “Why”**
No meeting October 12 (Columbus / Indigenous Day)
- 5- *During the Week: Individual Digital Audits with Nate MD***
- 6- October 19 - Reflect on Meetings with Nate / Intro to 90 Day Goals**
- 7- October 26 - 3 Types of Goals**
- 8- November 2 - Habit Styles: The Four Tendencies**
- 9- November 9 - 90 Day Goal Setting**
- 10- November 16 - Systems Audit**
No meeting November 23 (Thanksgiving Week)
- 11- November 30 - Fixed vs. Growth Mindset**
- 12- December 7 - Falling in Love with Marketing**
- 13- December 14 - Social Media Themes and Origin Story**
No meeting December 21 (Christmas Week)
- 14- December 28 - Annual Planning**
- 15- January 4 - Offers and Packages**
- 16- January 11 - Communications Strategy with Catherine**
No Meeting January 18 (Martin Luther King Day)
- During the Week: 7 Day Posting Challenge***
- 17- January 25 - Fear and Other Roadblocks**
- 18- February 1 - Money Date**
- 19- February 8 - End of 90 Day Goal**
No Meeting February 15 (President’s Day)
- 20- *During the Week: Paired Sales Calls within the group***
- 21- February 22 - Speaking and Workshops**
- 22- March 1 - Money Date**
- 23- March 8 - Celebration and Next Steps**
- 24- TBD: *Business Finance with Steve***