INSTALL A COMMITMENT SYSTEM

IF COMMITMENT ISN'T ENGINEERED, IT WON'T HAPPEN.

COMMITMENT SYSTEM

HOW TO USE THIS WORKSHEET

Interest doesn't convert itself.
Conversations don't close themselves.
Momentum doesn't sustain itself.
Commitment must be **designed**.

Today you build a simple, repeatable system that turns:

interest → action
conversation → decision
engagement → commitment
Not through pressure.
Not through chasing.
Through structure.

THE WORKSHEET:

1. Define the single outcome your process is designed to produce

Finish this sentence clearly:

"My system exists to produce
_____."

Examples:
- decisions
- commitments
- booked calls
- paid clients
- enrollments

Write yours:
_____

If this isn't clear, nothing else will be.

2. Define your commitment moment

Every system needs a moment where action happens.

Finish this sentence:
"The commitment moment happens at
_____."

Examples:
- end of the call
- after the offer
- after the demo
- after the strategy session

Write yours:
_____

3. Define the commitment action

What must they actually do?

Finish this sentence:
"Commitment looks like
_____."

Examples:
- booking
- payment
- agreement
- enrollment
- signature
- deposit

Write yours:
_____

4. Install the decision frame

Finish this sentence:

"This conversation exists to help you decide whether to
_____ or
_____."

Examples:
- move forward / not move forward
- commit / not commit
- start / stay stuck

Write yours:
_____

5. Add a commitment boundary

Boundaries prevent drift.

Finish this sentence:
"If there is no decision, then
_____
happens."

Examples:
- the process ends
- the offer expires
- the conversation closes
- we pause the process

Write yours:
_____

No boundary = endless follow-up.

6. Define the cost of inaction

Finish this sentence:

"If nothing changes, then
_____
continues."

Examples:
the problem stays
the gap widens
the stress compounds
the revenue stalls

Write yours:
_____

No cost = no urgency.

7. Install a clarity loop

Finish this sentence:

"Before asking for commitment, I must ensure they understand
_____."

Examples:
- the problem
- the outcome
- the process
- the risk
- the timeline

Write yours:
_____

Confusion kills commitment.

8. Create your commitment script

Short. Direct. Clear.

Template example:
"The goal of this conversation is to decide whether it makes sense to move forward together or not. If it does, we'll take the next step. If it doesn't, we'll close the loop cleanly."

Now write yours:
_____

9. Define your no-drift rule

Finish this sentence:

"I will no longer allow
_____ in my process."

Examples:
- open-ended follow-up
- undefined next steps
- endless thinking
- ghost pipelines
- fake interest

Write yours:
_____

10. Lock the operating principle

Finish this sentence:

"Interest is noise. Commitment is the signal."

Signed:
_____

Date: _____

Why This Matters:

You don't get paid for interest. You don't get paid for engagement. You don't get paid for conversations. You get paid for decisions. When commitment is designed into the system, conversion becomes predictable. Revenue becomes stable. Pipelines stop lying. And "interested but not buying" stops being a mystery.

If you want help installing a real commitment system in your sales process:

https://square1grp.com/brainstormsession