

CONSULT SCRIPT

Adapted from Janelle Lara's Sales Script

1 → Ask where they're from, build rapport... but don't be overly friendly to the point that you are "sucking up".

2 → "Okay, so let's go ahead and jump right in. The purpose of this call is for YOU to find clarity and so see if working together feels 1000% right. So, I'm going to ask you a bunch of questions. I will try to figure out if I am the perfect person to help you. If I find that I'm not the correct person, then I will refer you to someone who can. How does that sound?"

3 → "So, let's begin by talking about your postpartum. Are you open to telling me about your experience and what's happening in your body?"

4 → What are you looking for help with? (What do you hope for in a coaching relationship?)

5 → What made you want to speak with me about that?

6 → Thank you so much for sharing that. Now I'm curious, What is your definition of health?

7 → That's gorgeous. This sounds incredibly important to you. So you are experiencing you need support with and it's very important that you address this now. Am I hearing this right?

8 → (When they are being vulnerable and sharing all of this with you, be silent and then say: "Wow, I just want to say thank you for sharing that with me, I know we're going really deep here, so thank you for your vulnerability.")

9 → "So, let's switch the conversation a bit and talk about this from a different angle. What happens if you don't accomplish xyz goal? What would that look like if you're not able to make it work?"

10 → "Is there anything standing in your way of making your healing happen?"

11 → (They've said, I want to start now!) "Great...so it's really important to me that this is a great fit for both of us, and I truly believe I can help you with (xyz.) I have a program that I think would be perfect for you, would you like me to tell you about it?"

12 → "Awesome, so here's what this program is about..."

13 → "How do you like it?"

14 → "Do you have any questions at this point?"

15 → "Okay, so again, I really want to make sure this is exactly what you want/ are looking for. So on a scale of 1-10- how are you feeling about this program right now, is it something you think you need?"

→ If less than 9, ask- "What do you need to know about the program to raise it from a ____ to a 9 or 10?"

→ If they never get there, say, " Okay, well I want you to know that I only accept 9s or 10s, and it sounds like this program is not exactly what you're looking for, so it may be best not to move forward at this time, unless there is something in the back of your mind that is bothering you that you'd like to discuss."

→ (Once they've said 9 or 10) Twenty- Fourth→ "Okay, so let me share what's going to happen once you jump in." (Describe your onboarding process)

16 → Do you have any questions about that?

17 → Would you like to know the price? (smile and laugh, of course they do!)