

Getting the Ball Rolling



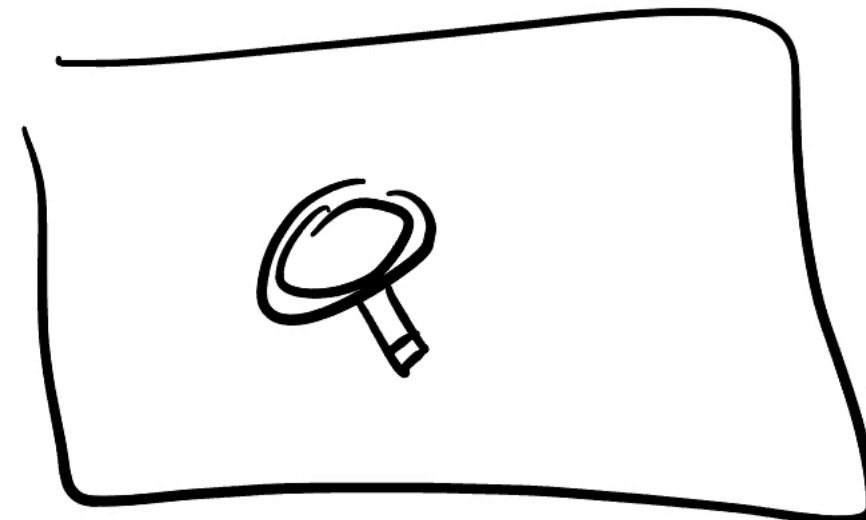
Getting the Ball Rolling

NEW



10 DAY

T + C



SMOOTH
TALKER

+ 1 = 4 WKS



Step 1

- Speak with friends and family members that have health challenges, and find any that want to take the opportunity to receive 10-day complementary coaching which align with your desired niche.



Step 2

- The only condition is that they adhere to your program above 90% throughout a 10-day commitment.
- The individuals agree to the final amendments of the program to ensure it's sustainable prior to starting, thus enabling their adherence.



Step 3

- After selecting your 3 clients, assess them using the Foundational Blueprint.
- For these initial 3, I recommend setting aside 90-minutes with each individual and working through the assessment form together.
- It will help you understand any questions and queries future clients may have when they are completing this on their own.



Step 4

- Conduct a Zoom call with your client and walk through their plan, explaining reasons why aspects are included, excluded along with setting the correct frames of expectation.
- Ask the individual if the program is suitable for their affordability, accessibility, priorities & time. Once everything is concluded and agreed upon, send the client the finalised programs.
- Set another check-in call on day 5 and 10.



Smooth Talker

Squeeze the Lemon		
Who are you & what do you do?	What challenges were you experiencing before [X]?	What has been your best result?
"I almost didn't join because ..."	"But after joining, I realised ..."	If you're sitting on the fence ...



Step 6

- If the individual wants to continue on for another 4-weeks complementary, this can be conditionally agreed if they are able to bring at least 1 paying client



