



Done-For-You Breakthrough Session Script

*If you systematically enter conversations throughout the day,
you will have more clients than you know what to do with. – Steve Chandler*

Pre-Session Connection

Before your call, spend a few minutes getting quiet and set the intention for the call to be for the highest good of all.

Create a S.O.U.L.* connection with your caller by envisioning you being of the highest possible service to your caller and your caller leaving the session feeling better than when the call began. ***Spirit Of Universal Love**

Step 1

Establish Rapport and a Heart-Felt Connection

The more you are focused on being of service to your potential client and less about getting a client, the more clients you'll attract who are eager to sign up with you!

Begin by thanking them for being on the call with you today and find out why they wanted to have this session with you. (You may or may not have had a questionnaire for them to complete in order to qualify them.)

FIRSTNAME, what compelled you to take the time to [complete the questionnaire and] be on the call with me today?



You want to uncover the reason they wanted a session with you *now*. Something is obviously going on in their lives for them to have taken the time to be on the call with you.

Step 2

EstablishThe Agenda

This establishes you as the person leading the call and lets your potential client know how the call will go and what to expect. This creates a safe space where your potential client can relax and be open to the session.

Can I share with you how the call will go today so we get the most out of our time together?

During this session I'll be asking you some questions to find out if or how I can help you.

We'll look at where you ultimately want to be in your [life/business/ relationship/health] and identify a clear vision for how to get you there. (Where do they want to go...the vision.)

We'll look at your current situation. (This is the gap between their vision and where they currently stand.)

Together we'll uncover any obstacles or areas you may be sabotaging yourself so we can get those out in the open and nip them in the bud.

At the end of our call if I feel I can help you and only if I feel I can help, we can explore what that might look like.

And you can feel free to ask me questions at any time during the session.

How does that sound to you?

Just so you know, everything we talk about in this session is absolutely confidential.



The session will probably go about [45-50 minutes] or so. How are you with that, in case we're really making headway and need to go a little longer?

Step 3

Spotlight The Desire: Where Do They Want To Go?

Important to always start with their vision. Here is Law of Attraction at its best! Spend time here really painting the picture of possibility and raise your potential client's vibration around their dream.

Tell me about the vision you have for what you want your [life/business/situation/relationship/health] to look like 12 months from now, if things were going really well for you.

You want to ask probing questions to get clear on their vision, go deep and discover the "ultimate dream/result/outcome/transformation" they want to get to.

Tell me more about that. What exactly would that look like? What else?

What would your life be like then? How will your life be different?

What would you be doing that you aren't right now?

What would that do for you?

What would be the impact on your life/business if you achieved this dream/goal?

Imagine you have already achieved _____. Be there now.

Let them really sit in the energy of this vision for a few seconds.

When you envision your life this way, how does it feel?

How would this impact others in your life?



On a scale of 1-10, 10 being high, how important is achieving this result/outcome/dream to you?

What is important to you about that?

What are you willing to do to have that?

Note: Also be sure to ask for practical aspects of their vision as well.

Below are just some example questions to get them into their vision:

For Business:

Exactly how much money would you be making?

How many clients will you be serving?

How many days per week are you working or playing?

For Relationships:

Who is your ideal partner? Describe that person for me? Encourage them to use all of their senses as they envision their partner.

What are the qualities and characteristics of your ideal partner?

What does a typical day/week/month/year look like with your ideal partner?

For Health:

Describe yourself at your optimal [weight/health]?

What activities are you involved in when you are looking and feeling your best?



How do you feel when you are at your optimum [health/weight/fitness]?

Step 4

Identify Where They Are Now

Here you'll discover the gap between where they are and where they want to be. Note: It's important to acknowledge them for the success and efforts they've made so far!

What is your current situation in your [life/business/health/relationship]?

How does your situation feel to you right now?

How would you rate your satisfaction in this area 1-10 with 10 being high?

Step 5

Identify Hidden Challenges and Obstacles

You want to uncover everything that may be getting in the way of them experiencing the results they want so you have a clear understanding of the situation and how you can help.

Let's see what might be getting in your way, slowing you down, stopping you or standing in the way of your achieving _____.

How much time are you spending on this [situation] right now?

What have you already tried to remedy the [situation]?

How much [money/time/energy/self-esteem/self-confidence] have you spent/lost/wasted as a result?

What's the most challenging about that?

What would you say are the reasons for those challenges?



How long have you been facing these challenges?

How has this impacted you?

Where else has this impacted you [in life/relationships/finances/health/dreams/business]?

What's the worst thing about having these challenges?

What's this costing you in [time/money/energy/relationships/health] right now?

On a scale of 1-10, with 10 being high, how important is it for you to get this resolved?

How soon do you want to turn this around?

If we were having this discussion three years from today and you were looking back over those three years, what has to have happened in your life, both personally and professionally for you to feel happy with your progress?

Specifically what [dangers/issues/challenges] do you have now that need to be eliminated?

What opportunities need to be captured?

What strengths need to be maximized?

Step 6

Re-Energize and Inspire

You want to leave them on a vibrational high so that they leave the call truly re-energized and inspired whether they choose to work with you or not. Everything you do on this call is in service of your potential client first and foremost!

You are now clear on their vision, current reality and any challenges getting in the way.



Here you want to share your client stories, case studies or your own experience similar to your potential client's based on what you've heard.

I know how you feel.

[Others/I] have felt that way too. Share your story or client stories that are applicable.

With the [clients I have worked with/my own experience], what I have found is

The results [they/I] experienced were _____

If you could turn these challenges around and be in flow, moving easily towards your _____ can you see what you could achieve? Can you see what's possible for you?

What would that do for you?

What else? *Drill down until they can't come up with anything else.*

What makes that so great? *In all these cases you want to repeat back exactly what they told you.*

How will you celebrate when you've achieved _____?

Step 7

Recap The Session

Review everything you've covered in this session.

Alright let's look at what you've got so far:



We identified where you'd like to be in your life/business in the next 12 months around _____. Repeat what they told you in their own words.

We identified where you currently are in your [life/business/relationship/ health].

We uncovered the following hidden obstacles that could get in the way. Repeat what they told you in their own words.

We've looked at what's possible for you to achieve _____.

Based on what we've discussed, what you need in order to achieve [that] is:

List out the things that would help them achieve their vision/goal.

Example:

- a) structure your programs and services so that you are offering different modules based on your clients' interest rather than one massive program without options
- b) create programs and services for high-end clients and
- c) restructure your fees to reflect the value in your new offerings

How would your business/life/relationships/health be different as a result of this?

What would you say is the most valuable part of our session so far? Let them tell you! Verbalize what they just said back to them. You want them to know you hear them fully.

You said if you could be/do _____ you felt you could achieve _____.

Really take your time summarizing what's possible for them and allow them to bask in that vision. Include the tangible and intangible results they will achieve, not just one or the other. Be sure you are all encompassing.



Step 8

Transition to Offer

If at this point, it's clear they have gotten value and if you know you can help, you can let them know you'd love to help them!

You know, the challenges we've uncovered are not unusual at all.

They are really quite common. You're certainly not alone.

You've said you believe if you could demolish the issues getting in your way you could be enjoying _____ .

And I agree!

Ideally you will have already shared some of your client stories as you've gone along showing them how doable it is. It's really important for them to see that the vision that has been identified is absolutely doable for them.

Based on what you've shared here, this is extremely doable and I would love to help you get there.

So, do you have any questions for me?

Remember, you are asking them questions. At this point they are likely to ask you how they might work with you or how much your services are, so now you are in a position to share with them. Let them decide! You do absolutely no selling! At this point they are usually pretty excited to hear how you can help them.

I'd love to answer that.

Can I share with you what I see can help you get to where you want to go?

The first thing we'll do is help you get clear on what you want, your vision and direction.



We've done some of that on the call today and we'll go even deeper and get more specific about your direction and goals.

We'll work backwards to create a model that would support that vision.

Once that's in place, together we'll help you create an Inspired Action Plan so you'll be clear on EXACTLY how to get from where you are to where you want to go every week in order to support your vision.

And these are just the MAIN elements I see after our conversation so far.

Would be of value to you? Let them tell YOU!

At this point, you want to transition to your offer:

I've worked with many clients who have similar challenges to yours and similar aspirations, too.

This would be a good time to share another client story that's similar to their situation if you have one.

I've designed a [package/couple of packages/program/programs] to help you

Would you like to hear about them? Remember, you are always *asking* them, every step of the way.

(Be sure to share the results, outcome and transformation they'll experience, NOT your process or methodology!) Here you can share your different offers or options - no more than 3 - but recommend the package you believe would be most beneficial to them and ASK THEM:

Now that I've explained your options and shared which package/program I think would benefit you most, what are the benefits you see for yourself?



NOTE: Always offer them what they want or you see is a fit for them and something BIGGER and more helpful than that. Your client may still choose the original option, but the bigger plan is on the table and the better the coaching goes, the more they are likely to want to step into the bigger plan. Then if they eventually ask to step into the bigger plan, great! Just be sure to also offer something BIGGER THAN THAT as well. Clients won't know what else you could offer if you don't tell them.

Step 9

Acceptance and Payment

If they agreed with your recommendation or chose a different package, either way you are at the ACCEPTANCE phase of the process.

In order to get started, the first thing we need to do is get you registered.

What credit card did you want to use?

Be prepared to take their information and process it while they are on the phone with you.

As soon as the payment has processed, other ways to get them started with you right away even if they are enrolling in a program that doesn't start for a while, would be:

- Schedule upcoming appointments with them and get them on the calendar.
- Send them a Welcome Packet with logistics, details of the program or service and client questionnaire for them to complete to get started.
- If they are enrolling in a program, add them to a special forum or Facebook group where folks can introduce themselves as they join and get started with some pre-work.

Step 10

Celebrate!

Your client has accepted your offer and paid your fees! Congratulations!

How will you celebrate? Some ways are:

- Take time to acknowledge a job well done!
- Be in gratitude for an amazing new client from your Divine Market!
- Send your new client a Thank You card in celebration.
- Go out for a celebration dinner with friends.

