



## Done-For-You Breakthrough Session Checklist

### 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!

### Step 2

#### Establish The 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.

### Step 3

#### Spotlight The Desire: Where Do They Want To Go?

It's 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 client's vibration around their dream.



## **Step 4**

### **Identify Where They Are Now**

Here you'll discover the gap between where they are and where they want to be.

## **Step 5**

### **Identify Hidden Challenges and Obstacles**

You want to uncover any hidden challenges and obstacles that may be getting in the way of them experiencing the result/outcome or transformation they want so you have a clear understanding of the situation and how you can help them.

## **Step 6**

### **Re-Energize and Inspire**

Share stories of other clients you've helped who were in similar situations and share what you can see for them. Leave them on a vibrational high so that they leave the call truly re-energized and inspired.

## **Step 7**

### **Recap The Session**

Review everything you've covered in this session.

## **Step 8**

### **Transition to Offer**

If at this point, it's clear they have gotten value and if you know you can help them, you can *ask* if they'd like to hear how you might be able to help them. This would be a good time to share a client story that's similar to their situation if you haven't already.

## **Step 9**

### **Acceptance and Payment**

If they agreed to work with you, get them started right away by taking their information and processing their payment. Schedule appointments and send them a Welcome Packet.

## **Step 10**

### **Celebrate!**

Your client has accepted your offer and paid your fees! Congratulations! How will you celebrate?

