

New Earth Vision Summits Program Outline

DISCOVERY CALL OUTLINE

Suggested Structure for Enrollment Calls / Discovery Calls:

1. Establish a bond, let them know you are looking forward to speaking with them, and ask how they are doing.
2. Set intentions for the call.
3. Ask them to share about their current situation – What is working, what they want to change / improve, where they are struggling. As they speak, listen carefully, take notes, and refrain from jumping in with suggestions. **SO IMPORTANT – DO NOT OFFER SUGGESTIONS AT THIS POINT!** Just listen. Write down your suggestions to share later in the conversation. Be the best listener you have ever been. Keep in mind they may never have had anyone before who really listened to them, who really cared. Just be that steady, caring presence for them.
4. Next ask them to share their vision of how they would ideally like their life/health/career/relationships to be. Let them know that we naturally tend to put limitations on our dreams & goals. And in this conversation, they can just let go of all those limitations, for this time while they are talking with you. They have permission, for once in their life, to be completely unrealistic, if needed! Just to dream & vision fully. Just to tell you what they want more than anything else in the world, regardless of whether it's "logical" or "realistic" or not.
5. This lets you really see into their heart & discern what is **VERY MOST** important to them. Plus, many times what they think is "impossible" is actually something you can help them to achieve! You are hearing their biggest challenges, and you are coming at this from a completely different view point than the one they see from every day. You may be able to offer

them a complete paradigm-shift, just from having that new perspective on their situation. That is an amazing gift.

6. But don't give them the paradigm shift yet! Write it down!!
7. Once they are done, reflect back to them. Say to them, "What I heard you say was that you want A, B, and C more than anything else, that these are the very most meaningful ways that you deeply want to change your life."
8. Listen carefully to see if they are in total alignment or if they want to shift their statement at all.
9. Once you are certain that you are clear on what they shared, THEN if you have a paradigm shift, now is the time to offer it. If you have tips & recommendations, now is the time to share them. Brighten up their world! Let them know that they are capable of so much more than they perceive! Tell them the truth of the potential that you see within them and give them empowerment and encouragement that they can have what they've been dreaming of.
10. Once you have shared this and seen their reaction, you'll probably have a pretty good idea if this person is someone you'd like to work with. Important: Ask them if they'd like to learn about your programs and how you could work together. If they say yes, explain (somewhat briefly – don't go into too much detail) how your specific programs would be perfect for them.
11. If interested, ask them if they'd like to hear about the program structure and pricing / investment. Share your program structure & pricing.
12. Here is the beauty of this enrollment call plan: At this point, if they are interested, let them know that you would love to schedule a 2nd call within the next few days to go over all of the details of working with you. And that in the meantime, you really want them to take some time and write down the full vision that they shared with you. Add to it, if they are inspired to do so. Tell them to write it all down with full knowing that they can create the

life they truly want. And bring it back with them when they meet with you again.

13. In the 2nd call (which should be no more than 3-4 days later), ask them if they have any questions that have come up since you talked last. Ask them if they're ready to start working with you.
14. If they are feeling resistance about stepping in to work with you: You want to find out if the resistance is truly due to money, in which case you can offer them a shorter program or possibly offer a single-session experience. OR is the resistance due to their own doubts & fears? In MANY cases, the money is there, but they are afraid they'll make the investment and not follow through, or they think they're not worthy – all kinds of self-judgment starts to come up because, as you know, when we are stepping into something entirely new & bigger than we've ever allowed ourselves to do before, we got major resistance. So talk them through this. Let them know you are not attached to any outcome. You just want to help them get to the truth of what is holding them back. And if it's a limiting belief, then as their coach, you want to help them move through that block.
15. Follow your intuition about how to help them. Ask them where it is in their body. Ask them when they've felt this sort of resistance before. Let them know that resistance & fear & doubt is VERY NORMAL when we are about to step outside of their comfort zone. Be there for them, listen & reflect back to them, and see what comes up. See how you can naturally guide them toward the truth that they already have within.
16. When the time feels right, ask again if they would like to work with you.
17. When they say YES!: Celebrate! Tell them congratulations & you can't wait to begin working together. Set a date for their first session. Find out which payment option they choose (PIF or installment). Have the payment link and the contract ready to go so you can do these by email while they're still on the phone, or just after you hang up. Set a date by which the payment must be made (DEFINITELY at least 24 hours before the first

session). Offer than a quick-action discount (usually \$200-\$300 off) if you feel inclined to do so.

18. Once you hang up from a sale: Do a happy dance, say a thank-you prayer, and run around your house! It's time to celebrate!!!