



Learn a Winning Enrollment Conversation Template

Enrollment conversations are the quickest and easiest ways to bring clients into coaching. Creating a safe space and a close connection with your potential client will help them overcome their gremlins and get into coaching to move forward. Learning to create that space will support both you and your clients to have the lives you've dreamed of.

My empowering mindset:

Foundation

- 1) Build Rapport

- 2) Discover the cost of the challenge

Their Vision

- 3) Uncover the value of solving the challenge

- 4) Envision their desired outcome

Their Mindset

5) Discover what they think is going on

6) Find out what they are willing to commit to

Across the Threshold

7) Offer a solution

8) Help them uncover their gremlins

9) Follow up