

Session #12 Outline

1. What's Going Well

Continue the ritual of beginning your sessions by focusing on what's going well.

2. Challenges/Coaching Around Not Following Through or Obstacles

Coach on challenges if necessary.

3. New Content/Experiential Exercise: Completion Ritual

****NOTE:** If the client is still an ideal client you would like to continue working with, then move this exercise a little more quickly so you have time for the closing the deal question sequence!

“Let’s switch gears. Today is a commemorative day! You made it through 90 days of committing to your well-being and creating healthier habits. Even though you may be excited for whatever comes next for you in your health journey, it’s important to have completion with what you set out to accomplish in this timeframe.

Being as healthy as you can be happens with progression - building on top of a solid foundation, which is what we have begun to create here. In order to catapult to the next level we’ve got to seal in the differences that make the difference.

So I’d like to do a ritual with you now. Let’s take a look at the Empowering Lessons handout.

What are the most empowering lessons or realizations you want to take with you from this program?

For example, here are some lessons that clients have shared with me:

- Cravings are not bad; they are simply messengers that something is wanting to be nourished.
- Trade in judgment for curiosity!
- What is commonly healthy, may not be healthy for me. Pay attention to what gives me energy vs. takes away.
- Focus on what you get to have vs. what you don’t.
- Being healthy doesn’t have to be hard!
- Sometimes I do want to be “bad” and I can do that in a way that’s playful, rebellious and healthy.

I wonder what are some of your empowering lessons or realizations that you want to take with you from this program. Think of these like new ways of being or identifying when it comes to your health.”

Transformational Coaching Tip:

If your client comes up with a frame that you know could be a bit more empowering, reflect that back in a question: “How might we make this even more empowering?”

For example, if the lesson they wanted to take with them was, “Don’t be mean to yourself when you look in the mirror.”

You might turn that around by what they could do or embrace instead. Otherwise they’ll still be fixated on what not to do. So instead of “Don’t be mean to yourself when you look in the mirror” it could be, “When you look in the mirror see beauty.” After you have gathered the most important empowering lessons move towards completion by expressing your gratitude for having been on this journey with them. Wish them the best of luck and complete the session or move into the closing the deal question sequence.

4. Moving The Client Forward: Modified Closing The Deal Sequence

Instead of sharing new content, use the modified Closing The Deal question sequence below to find out what the client wants now, what possibilities that opens up for them, and if renewing your program is the bridge that gets the client where she wants to go.

Draw out the desired outcome and vision.

“What’s the outcome you want for the next 90 days?”

....or “If you could wave a magic wand, and really get what you want in the next 90 days, what would that look like?”

“What will you (and others) see when you have your outcome?”

“Step into that. Imagine you are already experiencing what you want. It’s 3 months from now, you’ve achieved everything you set out to achieve. What does that feel like?”

“How would it make a difference in your life (and other important people in your life) if you got this outcome?”

*“What will **having that** do for you?”*

“What is most important about that?”

Draw Out The Problem Or Challenges

“What’s stopping you or slowing you down from having [desired outcome] right now?”

“Can you tell me a little more about that?”

“What’s your biggest challenge with that?”

“Is there anything that you’d like to be doing for yourself that you’re not?”

“What gets in the way of doing these things?”

“What are 3 new habits you’d like to adopt around this?”

Have the client fill in the Going Forward handout and read it back to you so that you are both on the same page about what the focus will be over the next 90 days, then make the invitation!

Make The Invitation

“What I hear you saying is that you’d like to move away from a, b and c [USE CLIENT’S WORDS. For example; working all the time, putting everyone else first, and eating crappy food] ...and move towards x,y and z [USE CLIENT’S WORDS. Insert the habits they’d like to adopt. For example: making your health a priority, feeling confident about what to eat, plus losing some weight and keeping it off for good].

Does that sound about right?

“Great. We all need support, stretch and accountability. And it feels really good to have it. You’re doing amazing and here’s what else I see for you...”

Share the benefits of your next program, the format, what’s included, the investment and any bonuses you may have.

For example,

“There are 2 investment options. You can invest in full now and get the 14-day cleanse as a bonus which is the best deal, or if you prefer, you can do a monthly payment plan. Either way is totally fine. Which option do you prefer?”

Have client give you billing address and CC information and process through PayPal or Stripe, or have client fill in information on those sites themselves. Walk the client through the whole process.

Tell them you can’t wait to get started and assure them they made a fantastic decision!