



Client Enrollment Soul Purpose And Intuition Essentials Blueprint

*** Note: Advise your participant that they should schedule approximately one hour for your Strategy/Discovery Session**

Activation #1 – Claim your Soul Purpose and your value.

Activation #2 – Review times when you have received and acted upon your Intuition.

Activation #3 – Review times when you have accomplished your Goals.

Activation #4 – Prepare yourself to speak with your potential Soul Purpose Aligned Client, customer, audience: ground, protect your aura, call upon your Soul/Guides to be close to you during this conversation, claim your Leadership. Visualize Circle Of Light surrounding you and your potential client.

Activation #5 – Connect with your potential client. Build your presence of caring about them while standing in your Expert Leader, Soul Purpose committed self-image. Describe the **PURPOSE** of your conversation and the **AGENDA** that you will follow. Ask them to tell you why they chose to have this conversation with you. Explain that you will be discussing their heart felt vision of what they want to create in their life, you will be discussing what their life is like now, and identifying the challenges that they currently are experiencing which are preventing them from having their desired life. At the end, if it feels like we have a resonance to work together, I will share options of how we might work together for you to accomplish creating the life of your dreams.

Activation #6 – Elicit their ideal vision of what they want. IE: If you had a magic wand, how would you like to life to be in 6 months to a year? What would you have, who would you be, and what would you be doing? Ask them **WHY** this is important to them to have, the person that they want to become, the things that they would be doing in their life.

Activation #7 – Elicit their pain: what is stopping them from having what they described in #6? Have them describe their challenges: their internal and their external issues. Ask them to describe **HOW** this current reality **MAKES THEM FEEL**.

Activation #8 – Establish that you are the solution to get them from their current reality to their desired reality. Offer your packages, services, products, or attendance at an event. Present a 3 or 4 step plan of what you will focus on them once they begin working with you that directly addresses the resolution of their issues.

Activation #9 – Guide them in making a decision while they are speaking with you now in this conversation. The truth is that while they are in your presence, they have the opportunity to ask you any questions, move through their resistance to grow and level up in their lives, and that successful people are adept at connecting quickly into their Intuition to make decisions. The further out of communication with you, the probability that they will default to their uncomfortable reality.

Activation #10 – Reactivate your commitment to your Soul Purpose gifts and skills. Embrace objections as your opportunity to be the Expert that guides them through their fears of being happier, more successful, healthier, obtaining greater levels of leadership themselves, have greater financial freedom. Recognize that this is an opportunity for both of you to grow beyond your comfort zones.

Activation #11 – Claim the sale. Register them with credit cards. Run the card while they are on the phone with you if possible. Utilize products that allow you to run credit cards on your phone.

Activation #12 – Engage with them immediately as your new client: Set your first appointment, email them preparation exercises and Welcome Packet within 24 hours. **CELEBRATE** their commitment and courage.

