



*Soul Purpose And Intuition*

*Radiant*

*Client Enrollment Intensive*

## Purpose Of This Intensive

1. For you to feel confident and have fun during the enrollment process
2. For you to hold the self image with pride knowing that during this enrollment process you are a transformation leader and facilitator
3. For you to have the Soul Purpose, Passion, and Values driven roadmap with which to build a thriving business
4. For you to implant and embed within yourself the energetic constructs that will help you manifest your ideal Purpose aligned clients, customers, audiences
5. For you to know that you are becoming more and more prosperous because you know how to sell according to your Soul Purpose mission and message

## Your Notes

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# Notes From Opening Soul Alignment Process

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# Notes From Opening Soul Alignment Process

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## Soul Purpose Radiant Selling Beliefs, Sacred Intention And Mindset

- Your time is sacred and valuable.
- Your attitude is that of wanting to truly provide service and to be curious about this person's needs, wants, and life.
- The process of this conversation WILL bring valued transformation to this individual by the mere fact that you will be uncovering their dearest ideal life and business vision as well as exposing the obstacles that are slowing them down to living that desired reality. Therefore, regardless of your product or service, you are a coach and a healing facilitator during this conversation.
- Gain clarity of their real objections by coming from a place of curiosity versus wanting to change their minds.
- You will be a disservice to your potential and to yourself if you buy into the potential client's story about why they can not move forward with you: time, money, partner disapproves, etc.
- Assuming that your intuition indicates that this is a good fit and that you can truly help this person, your role is to help their drive and intention to have what they want become more compelling and powerful for them than their reasons for why they can't have what they want now through your product or service.
- Objections are opportunities to serve and give your potential clients a transformational opportunity. Welcome them. Take a stand for your client getting what they want
- Be prepared to give them client stories to make your points about the results that they can get and how others have overcome their own objections.
- They actually want you to help them transform their resistance but their fears of changing their situation are holding them back.
- Your role is to help them get to the truth of what they really want and how much do they really want it, whether you are a good fit or not. One of your roles is to uncover their true level of commitment to do what it takes to have what they want.
- If they say "Maybe" or "Yes But..." you have a big opportunity to help them move through their fears and confusions
- Your intention is to be on their side, be their partner, their ally committed to helping them get what they say that they want. You are on the same team.





## Offer Clarity Worksheet

### 1. Name And Description Of Your Offer

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### 2. List Values And Passions That Your Offer Embodies

Values	Passions

### 3. Describe the problem that your offer addresses and solves

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### 4. List the benefits of your offer

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5. Describe what were your motivations to create this offer

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6. List the reasons why they should purchase your offer NOW rather than wait

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7. List the reasons why YOU are the perfect person from whom to purchase your offer

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8. List the costs that they will experience if they do not purchase your offer

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9. List the benefits that others have stated about this offer and your work in general

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## Client Enrollment Conversation Outline

1. Soul Alignment, Beliefs Mindset, Energy Circle Of Light

### Notes

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Client Enrollment Conversation Outline

1. Soul Alignment, Beliefs Mindset, Energy Circle Of Light

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Client Enrollment Conversation Outline

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2. Open The Conversation: Rapport while you stand in your Soul Purpose sovereign leadership as their transformational guide.

## Notes

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## Notes

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4. Ideal Life Vision: Their goals, identify why this is important to them, the impact that their successfully accomplished vision would have throughout their life: Relationships, Health, Finances, World and Community contribution.

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6. Commitment: Help them step into the full feeling of the cost that these challenges have played on their life:

- “How long have you been dealing with these issues?”
- “If you don’t address and resolve \_\_\_\_\_ what will your life look like 6 months to a year from now?”
- “Are you willing to wait and endure the cost of these challenges?”

## Notes

- “If you could resolve these problems and flow freely towards your goals, what would that do for you?”
- “How would your business be different?”
- “How would your personal life be different?”

8. Check In:

"I feel that I have a solid understanding of what you want and what is slowing you down from achieving your goals/desires. I would like to do a check in with you: What have you found to be the most valuable in our time together today so far?"

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## 9. Your Solutions and Options:

"I have a program (product) that specifically targets and resolves the challenges that you have mentioned. May I share a little bit about that with you?"

Describe the benefits of your offer. Be aware to steer away from describing the process and all the details of the offer. Focus on the results that they will receive. People buy results not a list of steps. Tie in the challenges that they shared with the aspects of your offer that would solve those very issues.

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12. Objections: Your mindset here:

- Be detached to results.
- your source is God not this person.
- Be sincerely curious with a commitment to be of service to them.
- Get the pressure off of yourself to 'close the deal.'
- Their concern or objection is probably a pattern that is playing out in other areas of their life, causing them pain at a cost to their ideal life vision.
- It is your role to become the coach that navigates them through their fears and concerns. This navigating them through their objections IS the transformation of value that you are bringing to them in this call whether they buy from you or they decline to purchase from you.
- Stepping into the objections and concerns segment of the call: You can approach anything they tell you by keeping things light, detached, and with sincere curiosity.
- Ask them, "May I ask you a question about that?"

## Notes

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### 13. Payment And Making It Stick Engagement:

“Would you like to get started? Fabulous!!!!” What we will do now is get you into our system with your credit card. Then, we will go over our Agreement and set up your first appointment in our calendars.”

I recommend that you have an oral Agreement that is recorded in your recording system as well as an online copy that you will email to them during your session, they will sign and email back to you. If the online signed Agreement is not possible for some reason during your session, get the recorded Agreement and arrange that they sign and email back the online Agreement within 24 hours. Then, set up your appointments if possible during the call. If they don't have their scheduler, arrange to set up the appointment via email or another call. That should take place AFTER you receive payment.

## Notes

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14. Celebrate:

"I can just see and feel you becoming, accomplishing, experiencing \_\_\_\_\_ as a result of our work together. I encourage you to go and celebrate with a special reward for yourself for taking such a bold and loving step toward the future you deserve."

Close the conversation.

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15. Release Circle Of Light: Fill the circle with gratitude to your Higher Self for this opportunity to serve another human being and to have taken another step in the expanding success of your business.

## Notes

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## Reasons Why People Do Not Say “Yes” To Your Offer:

1. They don't know, like, and trust you.
2. They don't trust themselves to do the work even though they feel that you would be a great facilitator for them. They don't believe in themselves.
3. They do not yet see the value of what you are offering will meet their needs.
4. They are not committed enough or are not clear enough about what they want
  - Objections usually pertain to: Money, Time, “I have to think about it.” “I have to think about it” is usually a money or need to speak with partner concern.
  - Whatever objection or concern that they present to you, meet them with a light, detached, compassionate, caring attitude of curiosity.
  - Thicken your energetic shield so that you don't feel their discomfort as much.
  - Strengthen your Circle Of Light to keep your connection strong but filtered.
  - Strengthen your grounding cord and keep throwing down emotions and beliefs that begin to arise in you so that you are fully present with them, are there in service to them, and to strengthen your self image as the leader expert who is there to help them through patterns that have stopped them in the past from getting what they want in their business and/or personal life: “May I ask you a question about that?”

## Statements And Questions That Can Be Applied To Any Objection

1. "May I ask you a question about that?"
  2. "Assuming that money were not an issue, is this something that you would like to do?"
  3. "What would you have to get out of this program for you to feel that this was the best decision that you ever made?"
  4. "If money were not an issue, is this something that you would like to do?" You can replace the word 'money' with other objections that they give you , such as 'Time,' 'Talk to my partner:'
- "If talking with your partner were not an issue, is this something that you would like to do?"
5. Tell them these highlights to keep in mind:
    - \* Understand that you are investing in yourself through this program/product
    - \* A big mistake that people make is that they tell themselves that they can't afford it. Here is why this is such a big mistake \_\_\_\_\_
  6. To promote urgency, you can ask them: "If you don't address this problem, where will your life/business be in 6 months from now? Where will you be 6 months from now?"
  7. "Is it that you don't have any money at all or is it that you don't have money for this?" (Customize for the objections of Time, Talk it over with their partner.)
  8. "Would you like us to do some brainstorming to help you uncover where you might find the money?" (Customize for the objections of Time, Talk it over with their partner.)
  9. "If you had to find the money for this tomorrow, what would you do? How would you find the money?" (Customize for the objections of Time, Talk it over with their partner.)
  10. "If this is something that you really want, I know that you can find the money." (Customize for the objections of Time, Talk it over with their partner.)



### 3. "I need to think it over. I don't want to be impulsive"

- They are not ready to make a decision.
- You haven't uncovered their true objection. Or, they have not articulated their true objection to you.

- "Ah... tell me more about that."
- "May I ask you something? What exactly do you have to think about? Let's go over things while you have me here to ask me further questions."
- "What else do you need to know in order to make your decision?"
- "Do you feel pressure? Would you like to know what I found over the years about that feeling of pressure? That feeling is the old You feeling afraid of actually having more of what you really want. The part of you is afraid that your life will change out of your comfort convenience zone and you won't be safe. Does that resonate for you as what you might be feeling?"

Then, go back to the costs of them not moving forward to resolve these issues and that you will be by their side to feel both safe and accomplished from achieving their goals.

- "Aside from wanting to think about it, is there anything else holding you back from wanting to work with me?"
- "Aside from wanting to think about it, can you share any of your other concerns or questions with me?"
- "I get the sense that I may not have answered all the questions that you might have. If you had to guess, is there another question that you might have in mind?"
- "How long have you been thinking about getting this problem solved?"
- "Is it possible that thinking about it is something that you are doing so that you can avoid solving this problem right away?"
- "Do you mind if we explore what you are actually going to be thinking about?"

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- “Why do you feel that this is not the right time?”

- “Do you think that you might have a pattern of saying that you want something, having it show up in your life where it is in your lap, and then be afraid to move forward for some reason? Could that be happening now? Are you going to do that to yourself now?”
- “There is reason why you decided to reach out to me and have this conversation now. From my years of experience, this tells me that on some level this really might be the right time. I am here for you to help you move through your resistance so that you can have this NOW.”

- “If we could wave a magic wand that would bring certainty that you would have enough time and that you would also give the important aspects of your life their proper attention, would you like to move forward with this today?”
- Work with them on finding the time. “OK, now that we have worked out the time issues, are you ready to move forward?”
- “In order to say ‘Yes’ to this program, what would you have to say ‘No’ to?”
- “What would your life be like if you did move forward today?”
- “I am a little confused here. You told me earlier that you rated yourself at a #9 to get these problems solved. Now you are saying No all together. What are you afraid of? What happened? Do you see how I am confused?”

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Invite the two of you to speak to the voice of Fear first. Then the voice Reason. Then the voice of Intuition.

## Notes

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**8. I am afraid that I won't change and do the work. I won't step up to do the work**

- Acknowledge their honesty and vulnerability.

“I will help you to take steps to win. I am here for you.” This would be a good place to insert a client case study story.

- “I will know how to help you stay on track.”
- “There may be something in this program that you may not have expected and it will inspire you to fully participate. This may be a completely different experience.”

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## 9. Ask for a discount

- “I value my services. I know the results that my services will bring if you do your part. I invite you to invest in yourself in a way that honors both you and me.”
- “Let me ask you something: Which service provider would you trust more: someone who gave you a discount because you asked them or one who knows their value and will stand firm in their prices?”

## Notes

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