

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	

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.

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Offer Clarity Worksheet

	One	21 Clarity Worksheet
1.	Name And Description Of Yo	our Offer
2.	List Values And Passions Tha	at Your Offer Embodies
Va	lues	Passions
3.	Describe the problem that y	our offer addresses and solves
4.	List the benefits of your offe	er
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5.	Describe what were your motivations to create this offer
6.	List the reasons why they should purchase your offer NOW rather than wait
• -	
7. offer	List the reasons why YOU are the perfect person from whom to purchase your
• _	
• -	
8.	List the costs that they will experience if they do not purchase your offer
• -	
9.	List the benefits that others have stated about this offer and your work in general
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Client Enrollment Conversation Outline

Soul Alignment, Beliefs Mindset, Energy Circle Of Light
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aue	ership as their transformational guide.
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3. Level Of Interest In You And Urgency:
"What prompted you to decide to talk with me today?"
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4. Ideal Life Vision: Their goals, identify why this is that their successfully accomplished vision would have Relationships, Health, Finances, World and Community	throughout their life:
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5. Their Pain: Challenges, issues, the cost of the impact throughout their life, all that they have tried in the past to address these concerns, the length of time they have spent resolving these issues, who they may be working with now to resolve these concerns, and what is stopping them from being free of these concerns. Go deep to get the cost that these challenges have on their goals, the reasons why resolving these challenges are important to them, and the detailed negative toll that these challenges have impacted the entirety of their life: Relationships, Health, Finances, World and Community contribution. **Notes**

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?"
To build urgency and uncover level of commitment, have them rate their level of readiness to resolve these challenges: scale 1 – 5 or scale of 1 – 10 .
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7. Turn Around:

- "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?"

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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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Your Solutions and Options: 9.

"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.

	A Taste Of Possibilities And More Check In With Them: This is an overview, mining of what you would address if they worked with you.
•	"Would you like me to give you a sense of what I see are the priorities to address with you?"
•	"If we were to address, and, and, and, in approximately amount of time."
•	"Would that be valuable for you?" "Does that feel like it targets what you are longing to accomplish?" "I have full faith in you that you can accomplish this. Based upon all of this, how were you envisioning that I might be able to further support you?" "What do you see as your benefits of your working with me?" "Other than the investment, do you have any questions for me?" "Assuming that the investment works for you, is this something that you would like to do? Does this sound like it is a fit for you?" Before I cover the investment, here is what is included in your program (package, product.)" This is where you tell them more about the components of your offer. Keep this segment simple. Too much detail could overwhelm them.
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11. Investment And Sign Them Up:
"At this point, I usually share the investment for (your offer). Would you like me to go into that now?"
State the investment. Start with the full pay option emphasizing that this has a savings of \$ Move to your payment plan if you have one. State your Intuition Certain Fast Action special pricing when they move forward with you during your conversation (or within 24 hours).
"Which of these options feels the best to you?"
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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?"

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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.

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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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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.)

Objections

1. If they say "Yes" and you sense hesitancy,

You can tell them: "I sense hesitancy. Is there something else that you would like to ask me or that is of concern for you?"

2. "I do want this, BUT..."

- The But is a concern or an objection that you need to uncover.
- Most likely, this is a pattern where they stop themselves in other areas of their life. Coaching them through their "Yes, But.." excuse is giving them a great gift because they are doing this in other areas of their life which are also causing them pain. You are helping them diffuse that pain by giving their pain a voice.
- The But is probably why they are speaking to you at all in this conversation because of how they have stopped themselves in the past and where they need support from you.

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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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4. I can't afford it

You need to find out if money is the real issue holding them back.

- "Can I ask you a question about that?"
- "If it weren't for the money, would you want to move forward today? Is this something that you would like to do if it weren't for the money?"
- "You had told me how much you want what you described to me. I could really feel your passion and desire. You had said that this was important to you on a scale of 9 out of 1 10 of importance to you. What is causing your hesitation? I would just really like to know. I just want you to realize that there is a disconnect here. It must not be that important to you. Is that true?"
- If their answer is 'Yes,' that they would move forward if money were not the challenge, then ask them what they could afford. Tell them that you would be open to finding a way that would work for both you so that you are in integrity with yourself and to help them get what they need.
- Also, help them see where they could get the funds:
- "Would you like me to brainstorm with you to explore ways that you could get the funds?"
- If they say 'No' or they seem hesitant about moving forward if money were not the challenge, then there are other reasons that are holding them back. You can continue to probe with curiosity not making them wrong OR you can assess that they are not a right fit for you and your ideal client profile.

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. I don't have the time now maybe later This isn't the right time.
"Why do you feel that this is not the right time?"
chedule a follow up appointment if they want to talk in the future with you at a better me for them.
 "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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6. I need to discuss this with my partner

Acknowledge that you fully understand and that you respect your agreements.

- "Ultimately, this is your decision. Is this something that you haven't decided yet or have you decided and you just need to get their approval because of your partnership agreement?"
- "Have you decided and you just need to bring your partner in on the decision or have you not decided? If you have not yet decided, what other questions or concerns do you have?"
- Ask them how they feel about describing this opportunity to their spouse.

"I have found that it makes all the difference in the world when I coach someone to best describe the program to their partner. Knowing your partner as you do, how do they feel about you having something that means a great deal to you and your success? How do you think that your spouse will feel about the benefits of and that you will receive from this program?"					
Arrange in your calendars for follow up call ideally within 24 hours.					
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7. I am not getting a strong yes or no from my intuition Or My intuition is telling me `no.'

Explain the concept of 3 voices whenever making decisions: 1) The voice of Intuition, 2) The voice of Reason, and 3) The voice of fear.

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

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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."

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?"

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Success Shattering Limiting Beliefs

Limiting Belief	Soul Purpose Radiant Belief

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