

# soul to soul

business & marketing  
for therapists, coaches & healers

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## Discovery Call Script

A short conversation to understand the need, pain, prayers, and the number 1 problem of a potential client/tribe member and if you can answer the prayer:

- A 10 - 20-minute conversation to work out what they want and can you help them, and if you can help them to provide them with an intake form
- A 40 – 60-minute conversation after they fill in a survey to provide value to the person and check if they have a need for what you have to offer

### A. SHORT FORMAT - Discovery Call Questions

Prior to the call take a few minutes to become quiet. Empty out your being like a vessel open to being a channel. Then plug into the Universe. Let life happen through you and inspiration flow through.

There is no attachment to any outcome, other than serving with the highest and best in your heart. Trust that you are taken care of and the words that come from your being are the words of the Universe.

#### 1. Asking Questions In Rapport To Establish Soul Fit

##### **In rapport potential questions:**

- What do you want? What's the reason you want it? When you get it what will happen/transform/heal?
- What prevents you from what you want? How does it make you feel?
- What is your current situation?
- What have you done so far to solve this problem or achieve the goal? What has worked or not?

Summarize at the end, *“So if I have understood this correctly, where you are now is XXX, it makes you feel XXX, and where you want to be is XXXX, and what is preventing you is XXXX. What you have done so far to solve/achieve the goal*

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*is this XXX and what has worked is XXX and what has not worked is XXXX. What you really want is XXXX."*

SILENCE & LET THEM ANSWER.

If appropriate, play back to them what they have shared.

## 2. Share Your Offer

Once both are aligned to what is needed and you are clear you can help them.

Then ...

*"So, what I do is help XXXX to XXX from XXX to XXX (...use their words...) by XXXX - is this something you are interested in?"*

IF THEY SAY YES

Then say, *"While we have had a conversation today, what will be good is to have a fuller coaching consultation. It is complimentary. How does that feel?"*

*"What I will do is send you a Coaching Intake Form. I realize you have answered some of the questions today and yet what I find when a person gets a chance to reflect are there might be more questions that emerges. How does that feel?"*

Book the Coaching Consultation Call and then straight after the call either e-mail or WhatsApp the intake form. Send the Coaching Consultation appointment letter details.

IF THEY SAY NO

*"Thank you for your honesty. Are you able to share more ...?"* (the answer will help you work if you need to change anything or understand your tribe's psychology deeper.

Some people want to answer this question, others do not ... So go with your intuition and check.

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*“I have a free (...some offer .. WhatsApp group, meditation, e-book ..) that helps XXXX to XXXX (use their words), would you like me to send it to you?”*

A WhatsApp list is good when you are starting off small as it allows you to have contact with the person and nurture the relationship.

Never take a NO personally. Celebrate them for being honest.

*“I would rather be slapped by the truth than kissed by a lie.” Unknown*

If you find that you are feeling rejected then clear that with your method of choice, if not LL.

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## LONGER FORMAT - Discovery Call Creating The Need

### 1. Posting a Message on Social Media Or WhatsApp

Begin by posting a message on your social media or WhatsApp. Before creating the message meditate, empty yourself like a channel and plug into the Universe, with the intention of serving for the highest and best.

- Create a relevant message that can be shared on social media or private message aligned to the tribes' pain, prayer, problems and answers to it.

#### **EXAMPLE OF MESSAGES:**

#### 2. The NUMBER 1 REASON REALTIONSHIPS FAIL IS LACK OF COMMUNICATION

Learn the 3 tips to successful communication that can repair any relationship and get you to come in to your power and decide what you want. Discover these 3 tips in a one-to-one complimentary coaching consultation with myself. Message me or comment below to get an application to qualify.

#### 3. ARE YOU UNHAPPY IN YOUR MARRIAGE?

Let's have a chat. I am offering 10 free relationship consultations. All you have to do to qualify for your free consultation, is to fill in an intake questionnaire and I will message/call to book the appointment. Message me and tag others who might need help.

#### 4. ARE YOU CHALLENGED BY A HEALTH ISSUE?

Learn the 5 steps to healing a health issue without involving drugs or surgery. I was diagnosed with Cancer and healed myself using a healing method by getting to the emotional root case of my illness and then going through process of letting go and forgiveness. To learn the 5 steps, message me. I will send you an Intake Questionnaire and once I receive it, book a Complimentary Coaching Call with you.

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## 2. Send a Survey Or Intake Form

### Example of Survey

Answer the below questions with your business in mind:

What is your current business offering? \*

What is your current business offering?  
\*

What is your desired business offering?  
\*

What is your desired business offering?  
\*

What are the main changes you want to make in your business? \*

What are the main changes you want to make in your business? \*

What prevents you from making these changes? \*

What prevents you from making these changes? \*

What is the outcome you want from our call? \*

What is the outcome you want from our call? \*

On a scale of 1 to 10 how committed are you to making the required changes? \*

On a scale of 1 to 10 how committed are you to making the required changes? \*

Where 10 means fully committed and willing to do what it takes and 1 means not committed at all.

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## Example of Intake Form

TRANSFORMATION PROGRAM INTAKE FORM for one to one therapy, coaching and wellness sessions

Name:

Date of Birth:

Email address:

Phone number:

Relationship status:

Profession/job:

1. What are the areas you would like to explore during your transformation program? For example, problems you would like to solve or heal, any goals you desire or outcomes you want.
2. What are the 3 most important changes you would like to make in your life?
3. What prevents you from making these changes?
4. Answer only if relevant: What have you done so far to solve the problem or reach the goal or outcome? What has worked and what has not worked?
5. How will you know you have made these changes?
6. What are the priorities you would like to focus on during the Transformation program? (list top 3 in order)
7. What are your expectations from your coach/practitioner?
8. On a scale of 1 to 10 how committed are you to the Vitality Living program to achieve the results and changes you desire?  
  
(10 being fully committed, 1 being not at all)
9. Any other information (for example information from medical professionals and healthcare specialists)

You can use google forms if you prefer to send survey or intake form.

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## 3. Book Discovery Call In Diary

You can manually book a time in your calendar or use the Calendly app.

## 4. Have A Presentation Ready for the Points You Want To Share

## 5. Check what they liked and did not like

- How do you feel about what I shared?
- What are your takeaways?
- How was this information useful?
- Do you have any questions?

## 6. Share your offer in the context of the Presentation

*“So, I help XX to XXX from XXX to XXX by XXXX. Would you like more information?”* Book another call, if need be or follow the script in the Coaching Consultation Script.

If Yes, book the call.

If No, find out the reason and offer to add them to a WhatsApp Group. If they are not already a friend or connection, make them a friend or connection.