

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*

Vitality Living College™ - Empowering Transformation.

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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 yourtribe'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:

1. **THE NUMBER 1 REASON RELATIONSHIPS FAIL IS LACK OF COMMUNICATION**

Learn the 3 tips to successful communication that can repair any relationship and get you to come into 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.

2. **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.

3. **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 cause 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 desired business offering? *

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

What prevents you from making these changes? *

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? *

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

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.

Appendix 1a

THE NUMBER 1 REASON CLIENTS SAY NO TO A THERAPY, COACHING AND HEALING OFFERING after an initial consultation IS BECAUSE IT'S NOT COMMUNICATED IN A MANNER THAT IS THE ANSWER TO THEIR PRAYERS.

Clients, just like the rest of us have prayers. For example:

- I want to lose weight
- Help! I am stuck - how do I get unstuck
- I want to help my son focus
- I want a divorce but am scared
- I wish this anxiety would go away
- I want to be financially independent

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And what people are seeking are answers to their prayers. Honestly, they do not care as much about you, your qualifications, your story, the techniques, unless it's an answer to a prayer or question of theirs.

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What they want to know is:
Do you understand my prayer?
How can you answer it?

~

The fact they have already found you and are going through an initial consultation means they are interested. The magic is in

1. Listening to their prayers
2. Explaining how you can answer them
3. Checking how they feel about it
4. Answering any questions or doubts
5. Asking them what they want to do next

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Deeply listening to someone's prayers gives an intimate understanding of what they want.

It's very special - to be trusted with another's prayers. 🙏❤️🙏🌟🙏

~

It gives the therapist, coach and the healer an ability to discern if they are the answer to their prayers. At times the answer is not you and someone else and it's beautiful to point them in that direction.

So ❤️ in ❤️ summary, listen ❤️ to ❤️ the
precious ❤️ prayers ❤️ and ❤️ be ❤️ the ❤️ answer.

Love ❤️
Rangana

Appendix 1b

THE REASON PEOPLE do not book onto TRAINING COURSES AND ONE TO ONE HEALING, COACHING AND THERAPY IS BECAUSE the communications are ABOUT YOU AND NOT THEM! ❤️

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How many times have you received a cold call from a sales person and they asked if you had a minute to answer some questions?

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Worse still, they did not even say hello and vomited their sales script all over you in an accent that you could barely understand let alone comprehend.

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Did you like it? Most probably not!

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Or you got a private message where the person pushed their website link and started soliciting you as if you have been waiting for them! In some cases, if you did not respond they might have even sent an angry message back. 😡 And you said to yourself, "Are you for real, What! 🤔" and clicked Block, Delete, Report faster than you could finish taking a breath.

•

The sad thing is that person might have had something really valuable to market but they missed on the most basic of principles:

1. Never push your website link onto anyone, if they have not asked for you or you have not established a two-way connection where they are in a space to want to see the link.

2. Make any communication about the other person (but please no creepy comms!) and not you and what you offer, but what they want and how you can help (assuming you can).

3. Stop posting a graphic of your course or one to one coaching sessions on social media, instead put out posts that add values, answer people's prayers and supports them in the need they have. As they notice your posts and you come as every communication from a place of service, they themselves will approach you.

So 🤝 in 🤝 summary 🤝 to 🤝 get 🤝 people 🤝 booking 🤝 onto 🤝 your 🤝 courses 🤝 and 🤝 one 🤝 to 🤝 one 🤝 coachings, therapies & healings 🤝 focus 🤝 on 🤝 relationship 🤝 building, 🤝 making 🤝 the 🤝 communication 🤝 about 🤝 them 🤝 and 🤝 how 🤝 you 🤝 add 🤝 value 🤝 and 🤝 not 🤝 about 🤝 you 🤝 and 🤝 what 🤝 you 🤝 do.

Love

Rangana ❤️

P.S. 📍 COVER THE 7 📍 STEP 📍 TO GROWING YOUR BU 📍 SINE 📍 THROUGH A ONE TO ONE FREE 📍 STRATEGY 📍 SESSION WITH MY 📍 SELF. 📍 MESSAGE ME OR COMMENT BELOW TO GET AN APPLICATION TO QUALIFY.

Appendix 1c

3 STEPS to be more visible and reach EVEN more people while helping others heal and transform.

Let your authentic self shine

Do you long to be more visible and reach even more people in your business as a therapist, healer or coach?

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But you get stuck as you do not know how to do it. May be even crippled with fear and inaction.

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Here are the 3 steps to get you unstuck and, on your way, to reaching more people:

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1. Clarity - Figure out what kind of people you want to reach out to? These people are also known as your **tribe**. For example are you drawn to helping working moms, or those going through divorce, or perhaps light workers. Let me know in the comments - who is the tribe you are drawn to?

.

2. Understanding - Once you know who are the people you want reaching out to you then the next tip is to understand them fully. What are their prayers, fears, hopes and desires? Because only when you understand what they want are you able to figure out if you can provide it and then do just that.

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3. Be the Answer - Stop making any communication with your tribe about yourself, instead make the communication about your tribe and how might their prayers be answers. Let them know you understand what their wishes are and how those desires can be fulfilled through what you provide.

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Know who your tribe is, know them inside out and be the answer to their prayers.

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Love

Rangana ♥

Let your light 💡 shine