



COMMITTED TO EXCELLENCE IN COACHING

CLARITY SESSION TEMPLATE

ASK. Don't tell. LISTEN more than you talk.

Focus on the connection. Stay curious and open.

Building Rapport:

Establish a structure for your time together. Listen for what they are struggling with.

- Thank you for reaching out. I'd like to take some time to hear from you, and see if I may be able to support you. Is that ok?
- What made you decide to reach out/look for support? Why are you interested in coaching?
- Have you ever had a coach before?

Acknowledgement:

- Thank you for sharing it with me.
- I really appreciate / I say that because... I know that you are building something important in your life.

PAIN- Help client get in touch with their problem:

- Tell me more about your challenges with...
- How has this affected your relationships/ health/ finances/ family life/ social life/ confidence?
- What have you already tried?
- What is it costing you when you are holding back?

HOPE- Help client get in touch with their dreams:

- *Mirror back. Clarify it, read their goals back to them:* What do you want? What are your dreams?
- *Find deeper motivation: Why* is it important for you to achieve / create this?
- *Employ conditionals:* If you were to accomplish those goals:
 - o How would it feel if you had that? What would be the best part of that?
 - o How would your relationship/business/ family life be different?
 - o What happens if you don't work on this?

Close the Gap between PAIN and HOPE. Offer your Solution if there is a fit:

- How were you hoping I could help you (with this)?
- From what I hear, I am confident that I can help you/I'd be happy to support you with _____.
- Would you like to hear more about my programs?

Describe your process and show excitement for their vision.

- I only work with clients who are serious and committed.
- I would be honored to support you with _____
- You will take back control by using the power of the mind so you can think differently, feel differently, take different actions, and ultimately create different results.
- Do you have any questions? (*Wait for them to ask about cost if possible*). - Would you like to know more about my programs?

Addressing Concerns: GET CURIOUS!

- What do you think?
- What are your thoughts about working together?

Closure:

- *If they want to think about it, say:* Would you like me to follow up with you?
- *If they decide to go ahead, say:* Here's how we get started. We'll process the payment, then we can schedule out first appointment. Afterwards I will email you a copy of our agreement, an intake form as well as the meeting link.
- *Thank them again and wrap up.*