

## **The One Command Free Introductory Session**

### **Tell Me a Little Bit about You**

1. Tell me a little bit about what you are doing now (business – relationship – health – increased income - finances) and what you would like to accomplish.
2. If could wave a magic wand and have what you want in the next 6 months in your (health, finances – business – relationship) what would that look like for you? How would it feel? What would you be hearing others say about you?

3. If you had that in just the way that you'd like to have it, what would that do for you?

4. What would be the best part about it?

5. Why? What would having that give you?

## Challenges and Their Cost

6. Identify what the problem is or what repeating behavior you would like to change.

What do you think could be slowing you down, standing in the way, or stopping you from having all of your dreams realized – the ones you mentioned?

7. What **else** do you think could be slowing you down, standing in the way, or stopping you? Keep asking yourself this question until you can't think of anything else.

8. What impact do you think these challenges are having on your (business, relationship, etc.)?

9. What impact are these challenges having in other areas of your life?
10. How long have these challenges been going on?
11. What's the worst part about these challenges?
12. Why? How does that affect you?

## **The Turn-Around: Activate Your Success DNA**

13. If you could turn all these challenges around and flow freely toward your goals, what would that do for you?
14. What would be the best part about that?
15. Why? How would that satisfy you and make your life better?
16. What have you found most valuable about our time together so far?

- 17. I have a program designed specifically to help people overcome these sorts of challenges and achieve these kinds of results. Would you like to hear a little bit about it?**

## **How I Can Help YOU!**

- 18. The One Command Coaching Program is revolutionary and unique in that we cover 5 specific areas that are essential to accomplishing all that you dream is possible and as we investigate each area we eliminate your negative programs that are unconsciously limiting your success and actions now and activate the fantastic Success programs that are all ready yours instead.**

**WE:**

- 1. Clarify Your Direction**
- 2. Activate Your Success DNA that naturally and easily leads to Inspired Actions**
- 3. Upgrade Your Skills**
- 4. Optimize Your Environment**
- 5. Master Your Psychology**

(Explain each and how it relates to his/her goals/challenges – if applicable OR CREATE YOUR OWN 5 POINTS FOR THE WAY YOU WANT TO COACH YOUR CLIENT OR SELL YOUR PRODUCT/SERVICES)

**19. Are you with me so far? How does this sound to you? Does this make sense? Would that be valuable to you? Do you have any questions about that?"**

20. In The One Command Coaching program we have discovered that to take a quantum leap forward in the realization of your hopes, wishes, goals, and desires - consistent and engaged coaching is required to change the internal programs you are holding that don't get you what you want. We often renew with our clients as our ongoing coaching gives the most optimal results.

Each step of the way there is measureable results and as you change your beliefs about yourself and your own capabilities – we promise that your world will change for the better right along with you.

When you contract for our coaching services you receive an in-depth intake interview to set the forward motion for your coaching success and hold weekly continuity sessions. I also make myself available during the 5 -day workweek for email and quick question calls – that are included.

**21. There are two ways you can pay for your 6-month coaching package on a monthly basis of \$1,000 a month or a one-time investment with a 20% discount for a total of \$4,800.00 (you save \$1,200.00). You can adjust these fees to your comfort level up or down – this is just an example.**

**NEVER OFFER MORE THAN 2 OPTIONS**

**Another example is a 3 month or 6 month offer.**

**We can start with my 3 month special normally \$2,700 but as you want to get going on creating better results right away it is offered today for \$1,700.**

**Or if you are ready to commit to real change today the normal 6 month package of \$6,000 special is only \$4,800**

22. Which of these options feels like the best fit for you?

23. Would you like to give it a try?

24. Great. Let me get you entered into the system.
25. If someone isn't ready to move forward now, help them overcome their fear and see if they are ready to move forward after that.