

## **Free Coaching Sessions that Sell Part 2**

**In this segment we'll cover presenting your coaching package – what are the benefits of coaching with you and the investment payment plan to sign up and get started.**

We covered a lot of information in our first video and PDF on offering Free Coaching Sessions that sell your products and services. I hope that you have been practicing sessions to get familiar with the specific language that will let you meet a stranger and turn them into a paying client and make a new friend.

For example, I was coaching a fellow coach who knows the Free Session formula and we were talking because her coaching clients had all but disappeared. As I was coaching her to look at what changed in her previously successful coaching business she said – you know I quit doing what worked. I have used the Free Sessions so successfully to sign up clients – I generated over \$100,000 dollars the year before and now I am at about half of that and the one thing I haven't been doing is offer Free Sessions. BINGO! I got the call the next week. Asara she said, “ I just signed up a client from my free session. Thanks for the coaching to get me back on track.”

### **Define What You Offer – What Happens When Your Client Coaches with You:**

Here is my current description of why a person wants a coach and especially why they want to coach with me. I update this description 2 or 3 or more times a year to keep it fresh and to add new language as I receive testimonials from clients. They tell me the results they are getting and I add that as benefits for coaching with me.

**From my web site [www.Asara.com/coaching](http://www.Asara.com/coaching)**

(I left out the testimonials but they are on the web site and sprinkled through the text)

### **Coaching with Asara Lovejoy**

**If you knew that you could flip a switch** and turn off

fear, stress, distress, and doubt about your business life and business decisions – what would that be worth? If you could tap into your creative genius and know that you had the right brand, the right expert status, right product and service or were certain you were going in the right direction to expand with more profitability for your start up to multi national corporation what would that be worth to you? You know the answer- priceless.

**My executive clients from Fortune 500 to start up companies around the world**, all express the same desire to take their business to the next level of success. No matter where you are unconscious triggers in conflict with what you want to achieve have the power to hold you back. This simple secret is what makes the difference between moderate successes to unlimited increase.

One of my clients was intimidated in talking with 30 million dollar investors. You see everyone has his or her unconscious comfort limits. Admittedly he was all ready talking with 3 million dollar investors so he was prepared for the jump – but he hadn't been able to bust through his ceiling yet. **After two coaching sessions** he was in daily conversations with his 30 million dollar clients and loving it. Another International executive went from 2 million to 4 million in revenue in 3 months after my coaching sessions with her entire business team.

And my small start up entrepreneur clients get results by identifying their niche, position, web presence and expert status at the same time they are developing their business. I've personally found I get quicker, faster results and the best investment of my time and money when I'm with a coach and mentor who has all ready been there and done that. That is why I am a coach – to carry on the tradition of helping others get what they want the same way I've been helped.

**If I were to sum up the hidden potential within you –** it would be to say that you are biologically designed for genius and have the inherent talent and ability to accomplish all your ideals for success. This is the approach I use when coaching with you. My simple system of coaching rapidly unravels what is below the water at the same time you implement your brilliant ideas for your company and business success.

When you reset your unconscious triggers you launch into the success that is in you waiting to happen.

**[Click here to apply for coaching session with Asara!](#)**

Asara will hold a free pre-interview with you to see if you are a good match for your needs being met with her services. Simply fill out the short survey we'll send you to let us know a little about you and what you would like to accomplish in your coaching.

**What I have found is that change happens in a definite pattern.** First, I heard this once and liked it a lot, "No one likes change except a baby with a wet diaper." So let's get that out of the way because the strongest negative reactions to doing something differently in a bigger and better way are; fear of loss, and being out of control. And here are the main reasons this happens:

**First, you are stopped by unconscious habits** and you simply cannot pursue success without rewriting your script for greater success at the same time you eliminate the hesitation to succeed. It is the difference between traveling at warp speed blind or seeing the new potential. The more you clear the blind spots the easier it is to achieve your goals.

It is impossible to change a behavior that you cannot see or to engage in another level of success without a clear blueprint in your subconscious and conscious mind. And it is impossib

**Developing a new SKILL SET to approach your life** from a new perceptive along with a new MIND SET is the greatest benefit you receive in coaching. During your sessions you'll identify what stops you, eliminate it and align your unconscious programs with your success determination instead – very quickly and easily.

**Next, you are not identified yet to your next level of success.** To be truly successful you must let the potential of your success become alive within you. The biggest stumbling block to success in going from 3 million to 30 million dollar clients for example is what you have been trained to think about yourself. And even when you are in a great position you can get stuck in unconscious negative triggers that prohibit going to the next level.

All the coaching programs say you must change your inner thoughts, feelings and behaviors to change your outside results. We concur, yet know from experience with thousands of folks who have gone through The One Command process that to make deep and lasting change you cannot do it alone. Support, encouragement and the actual one-on-one coaching you receive clears and redirects your ego image to know something new about yourself.

**And when you are changing and exploring something** new old thoughts and fears about you and your limits are the first thing to arrive. I like to say the benefit of meeting your mastery rather than your fear is the fast track to your excellence.

In your sessions, in addition to clear and concise attention to action steps and achieved goals, you dissolve old ideas and beliefs held below your awareness that have unconsciously prevented your success – no matter how much effort you have put into your business or self actualization until now.

## **In your sessions with Asara you will:**

- 1. Clarify Your Direction**
- 2. Apply The One Command as the tool for change**
- 3. Upgrade Your Skills**
- 4. Optimize Your Environment**
- 5. Master Your Psychology**

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**Take action now to change your present and future success!**

## **Coaching with (Put Your Name Here)**

You can use my ideas but please rewrite the material in your own words and you can use my 5 points of what I cover in my coaching sessions but it is best if you are clear on what you want to give the client by the end of the session.

Also remember that you may want to write your material from a “niche” perspective. Perhaps you’ll specialize in people leaving the workforce or going through divorce or health and wellness. You’ll want to write your promotional copy so that it speaks to your specific audience.

## **Define Your Coaching Investment Package**

Now that you have explained what you offer – STOP and get feedback so you know if the potential coaching client is still with you and interested.

**ASK - 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?”**

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 continued coaching over 6 months is best to change the internal programs to get you what you want. We often renew for another 6 months with our clients as our 1-year program gives the most optimal results.

Each step of the way there is measureable results – sometimes big and noticeable and sometimes smaller and more imperceptible – but as you are changing your abilities – we promise that your world will change for the better right along with you.

(The happiness satisfaction guarantee takes any concerns out of making the commitment to go forward and to say yes to you as their coach.) I have yet to ever issue a coaching refund.

**In fact, I have a TOTAL HAPPINESS GURANTEEE that if you are not satisfied with the results you are making in our first 2 sessions we give you a 100% refund.**

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

**THE OFFER – Never have more than 2 choices – full payment or payments.**

**There are two ways you can pay for your 6-month coaching package on a monthly basis of \$695 a month or a one-time investment with a 20% discount for a total of \$3,336.00 (you save \$834.00).**

Which of these options seems like the best fit for you? Shall we get going?

Great. Let me get you entered into the system.

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. Go

back to what are they losing by not getting a coach and isn't it the right investment to change what isn't working right now for a quick improvement and turn around?

**Note: You must have a Pay Pal or merchant account set up to take payment.**

**Congratulations you are ready to be paid for your coaching!**