

## Heart Centred sales - CLARITY/BREAKTHROUGH SESSION

BUILD RAPPORT

EG. Hi, how are you?

I'd love to know what had you book this call today?

### Help them understand their goals and vision

“If it's one year from now and you were to look back and say that was the best year of my life, what would have happened?”

### List it out. Then you can ask further questions like:

What do you want x amount of money for?

What do you imagine this will give you?

What would it mean if this happened

How would it feel to have this

Why do you want this? What's the deeper desire? Can you know for sure that this (safety doesn't already exist within you now?

Where will you be in 6-12 months if you don't invest in yourself to go for your goals?

### HELP THEM GET CLEAR ON WHERE THEY ARE NOW IN RELATION TO THEIR GOALS AND VISION (A MAP IS ONLY USEFUL WHEN YOU KNOW WHERE YOU ARE ON IT)

And so where do you feel you are now in relation to where you want to be? If your vision were 10/10, where do you feel you are known in business, relationships, money etc?

HELP THEM GET CLEAR ON WHAT'S BLOCKING THEM

**“Why haven't you done this yet? What do you feel is blocking you from having this vision?”**

**List out their blocks.**

What would life look like and feel like if these were transformed?

What might happen if you let go of (people pleasing) in your relationships, business, health etc

How do you feel your life might shift if you were to have this kind of support weekly/fortnightly?

How would you feel if things stayed the same?

What would have the potential to get in your way? OR If you were to imagine yourself 12 months out from now and things were the same.... What did you do to create that?

How committed are you to this vision on a scale of 1-10? (10 being all in)

If we were to work together I'd have some requirements for you, one is that you be all in because the half in half out dance isn't serving you

### **Share the offer**

Do you have any questions around how I work with people before getting into the investment?

So it's \$1000 per month for 6 months or to save, \$5000 paid in full