

Coaching Consultation Script

It's a pleasure to be speaking with you, today.

My name is _____ and I'm one of Donna's trained _____ Coaches.
 Name Job Search/ Career / Leadership

I'd like to learn more about why you are attracted to getting a Coach and answer your questions about coaching. Does that sound like a good use of our time together?

What is attracting you to get a coach at this time? OR What goals would you like to reach through Coaching?

1. **Reframe goals or highlight what you've heard. "What I'm hearing you say is...."**
2. ***Then share personal or client experience related to clients situation & goals***

What questions can I answer for you about Coaching?

Some items to share with client:

- Answer questions.
- Acknowledge client for taking this step of speaking to a coach and wanting to move forward.
- Describe the career exploration/job search process.
- Highlight other areas they may want to consider working on that compliments their goals.
- Inform them of the CLIENTS ONLY Website of valuable resources they have access to for a lifetime

"We strongly encourage you to consider investing in yourself for: 3-6 months (Career/Job Search); 6 months or longer (for Leadership & Executive). Coaching can be transformative and 6 months will provide the best opportunity for success.

So let's talk about your goals for Coaching. What's holding you back from achieving your (stated goal(s) / desired state?)

- How long have you felt this way or has this been going on?
 - What impact is it having on your career? Your personal life? Your health (if appropriate)?
- If you don't take action, what will the impact be?
- How will things be different when you accomplish your goals?
 - What impact would this have on your career? Your personal life? Your health?

Identifying Objections

Are there financial constraints that could keep you from following through on this Coaching engagement?

Overcome Objection: What is your desired outcome worth to you? (sales objections)

Sample Closing Questions

Through this conversation I've found that I would like to work with you to support you in achieving your goals.

- We are meeting at (time/day of the week), would this time work for you to schedule your coaching sessions?
- When would you like to begin your coaching session – we can book next week (offer two dates/times)
- What frequency would you like to meet 3 times per month? (If not, 2 times per month?)

I'm looking forward to starting our work together on _____. I assume you are putting this date/time on your calendar.

In the meantime, **April Hunter, our Glacier Point Solutions Assistant will be contacting you for to begin your onboarding process. You will give your payment information to her.**

OR

If you don't close them, set up a time to check in with them.

CALL FOLLOW UP

- Send follow-up email with a few highlights and/or goals they stated in the consultation and how Coaching can help them reach those their goals or desired state.
- Remind them you are available for questions.
- If they haven't yet committed, let them know when you'll follow up with them.