

## 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 will 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.