

# Enroll Your Client in Another Package

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## Enroll Your Client in Another Package

At the end of your package, your client is either in one of two places: They are excited about the results they've gotten or they're not.

If they're excited about their results they may think they're done with you. They may be done... or, they may just need to create a new vision to stretch into. Use the **Your Client is Excited About Their Results** template. (on page 4 of this document)

If they are not excited about their results yet... You are responsible for doing everything you can to provide a space for your clients to get results. But... you are not God. You are not responsible for your clients' results. There is a bigger picture happening that is beyond our comprehension. If your client isn't excited about their results yet, this doesn't mean that you failed or they failed.

There are several reasons your client might not have gotten results they are excited about yet:

1. **Your client might be extremely hard on themselves.** Nothing they accomplish will please them. Their breakthrough might be around self-love, celebration, and forgiveness.
2. **You may not have delivered your best stuff.** If this is the case, beating yourself up will NOT help. Gently ask yourself how you could have provided a better space for them to grow. And invite your client to share exactly what they need in order to feel more supported by you.
3. **Your client might not have taken action.** You can gently explore why and inquire into what it would take for them to take action. Their breakthrough might be about boldness, courage, and power.
4. **Your client might have had HUGE internal shifts. But small external results... so far.** For example, a pregnant woman might be carrying a baby but still doesn't "show" yet. Your client's baby (aka their results) may just need more time before they start "showing." Your client might be ready to see their baby (their results) but their baby (their results) only arrive when it's time.

Some of your clients are tortoises and others are hares. Neither is better. Both need support.

If the arc is over, let them go and share another resource that might help them to continue their journey. And... if the arc is not over, take a stand for them to continue the journey with you by boldly and compassionately following the **Your Client is Not Excited About Results Yet** template. (on page 5)

To best serve your client and to set yourself up really well for this conversation, I recommend you:

1. **At the beginning of every session, ask:** What has been your biggest success since our last session?
2. **At the end of every session, ask:** Is there anything I can do to make your experience better?
3. **At the end of the 2<sup>nd</sup> to last session in the package say:**  
So, next session is our last session in this package and instead of just plugging away I would love to take some time to celebrate what we've accomplished so far and explore where you want to go from here. Can we set aside 15 additional minutes next session for celebration and revisioning?  
Awesome, so we'll meet from (2:00) to (3:15). Awesome!
4. **At the beginning of the last session in the package say:**  
Awesome! So, I'm excited to work with you today. And, I'm also really looking forward to connecting with you at the end of this session to celebrate and revisit your vision. Do you still have from (2:00) to (3:15) for our session today? Awesome!

**Prepare For Your Call:**

Leave 5-15 minutes for prep time.

**Get Support and Love:**

- » Reassure yourself that you'll love yourself no matter what happens.
- » If you'd like some extra support, ask for Whooshes in the Thrive Membership Facebook Group. :)

**Prepare Your Mind:**

- » Review the templates you are most likely to use:
  - » This Template
  - » [Turn Lean-Outs Into Lean-Ins](#)
  - » [Dance with Concerns](#)
  - » [How to Turn Your Upset Client into Your Biggest Fan](#)

**Prepare Your Spirit:**

- » Set intention: this person chooses to continue working with you, if it's in the Highest Good.
- » Choose a state of being to inspire your potential client to embody. (Courage, Inspiration, Confidence.)
- » Celebrate ahead of time. Imagine they just said "YES!" Do a Happy Dance. Fist pump.

**Prepare Your Body:**

- » Choose a state of being or archetype you want to embody.
- » Physically embody the archetype: Meditate, jump on a trampoline, pound a pillow, dance, sing...

## Your Client is Excited About Their Results

### Stage 1: Acknowledge Your Client

Share how much you've enjoyed working with them.

### Stage 2: Find Out What They Got

Awesome! So, let's start by revisiting where you were when we first started this package. When you came to me, you shared with me that your life was like \_\_\_\_\_.

Where are we now? And what would you like to celebrate?

Very exciting! Congratulations! I am so glad that you've been able to accomplish \_\_\_\_\_!  
I really appreciate \_\_\_\_\_ about you.

I love getting to build on the success that we've already created.  
Where do you want to be 1 year from now?

And, where would you like to be in \_\_\_\_\_ months (the amount of time of your package)?

What challenges could get in your way? Or what could stop you from reaching this vision?

How important is getting to \_\_\_\_\_ (their 1 year vision) to you on a scale from 1-10?

### Stage 3: Share a Resource

Awesome! I would love to build on the momentum we've already got going. From what you are saying, I think \_\_\_\_\_ (package) could help you get \_\_\_\_\_ (result).

This package is now (if you've raised your rate) / still (if you're keeping the same rate) \$ \_\_\_\_\_ for \_\_\_\_\_ (sessions).

### Stage 4: See if You're a Match

If we were to do \_\_\_\_\_ (package) together, what would you see yourself getting out of it?

### Stage 5: Ask for the Next Step

Are there any concerns that would stop you from moving forward?  
**Dance with Concerns** Template.

Great! Would you like to move forward with this?

Awesome! Let's take care of payment and set up your next session.  
Should we use the credit card I have on file?

Awesome! And would \_\_\_\_\_ day/time work for you?

### This is a Great Time to Ask for Referrals:

Great! Oh, and one more thing... I'm on a mission to get my work out there in a bigger way. And, I'm really inspired by the results you're getting. Would you be willing to write a short blurb about what it was like before and after working with me, so I can inspire other people with your success? Awesome!

And, do you have friends who have (problem) and are looking for (solution)?  
Would you be willing to share about me with them? I have an email I could send you that you could forward to them.

Thank you so much! You are so (awesome)! I have enjoyed working with you so much and look forward to seeing you (achieve their 1 year vision).

## Your Client is Not Excited About Results Yet

### Stage 1: Acknowledge Your Client

Share how much you've enjoyed working with them.

### Stage 2: Find Out What They Got

Where are we now? And what would you like to celebrate?

It sounds like you feel like .  
I really appreciate your (authenticity, honesty).

#### If they didn't share any successes:

I hear you feel that you've had very little success. And, I just don't want you to beat yourself up...  
I remember you sharing with me little successes along the way, like and .

What do you think stopped you from getting (the result they wanted)?

Is your client blaming you? Switch to [How to Turn Your Upset Client into Your Biggest Fan](#) Template.  
If your client is taking responsibility for their results, continue.

I believe in you and I KNOW you can get (result). I've done it myself and I've seen many of my clients do this. In order for you to breakthrough, I think that we'll need to call forth a whole new level of (e.g., love, boldness, courage, commitment, action.) Does this resonate with you?

When we first started, you said that your vision was to get to . Is this still your vision or has your vision shifted?

And, where would you like to be in months? (The amount of months in your package.)

How would you feel if you let go of this dream?

And how would you feel if you didn't let (their block) stop you from getting (result)?

How important is getting to (1 year vision) to you on a scale from 1-10?

### Stage 3: Share a Resource

Awesome! I would love to help you prove to yourself once and for all that you really can do this. Based on what you're saying, I believe that (package) could help you get (result).  
And, I recommend that we do differently, so that we will be more likely to get (result).

This package is now (if you've raised your rate)/still (if you're keeping the same rate) \$ for (sessions).

**Stage 4: See if You're a Match**

If we were to do \_\_\_\_\_ (package) together, what would you see yourself getting out of it?

**Stage 5: Ask for the Next Step**

Are there any concerns that would stop you from moving forward? **Dance with Concerns**

Great! Would you like to move forward with this?

Awesome! Let's take care of payment and set up your next session. Should we use the credit card I have on file?

Awesome! And would \_\_\_\_\_ day/time work for you?

Great! I'm so excited to be starting a whole new chapter! I really do see that \_\_\_\_\_ is possible for you.

## Self-Rating Tool

### Why Did We Create This Self-Rating Tool?

So you can see exactly what it will take to master this template (and track your progress toward mastery).

### Should You Use This Tool to Beat Yourself Up?

Hell no! Be gentle with yourself. Mastery takes time. And love. And tenacity. Be truthful. If your score is low, get support. You will be better able to reach your people when you master this.

Keys to Mastery	Score 1-low, 10-high
1. How strong was your Fire Element (Connection)?	
2. How strong was your Earth Element (Service)?	
3. How strong was your Metal Element (Acknowledgment)?	
4. How strong was your Water Element (Be Curious)?	
5. How strong was your Wood Element (Give them a Choice)?	
6. How strong was the Lean-O-Meter (on average)?	
7. How bold were you?	
8. How closely did you follow the template?	
	Total Score =
Acknowledge Yourself Here:	Divide Your Score By 8 =

### How Close Are You to Mastery?

1-3 "I'm on My Way". Get support from your Thrive Business Coach to raise your score.

4-6 Good. Better than 90% of entrepreneurs. Time to use this template with potential clients!

5-7 Great! You should see great results when you use this template!

8-10 AMAZING! You have attained mastery that will make you magnetic to clients.

### When Are You Ready to Use This Template With Potential Clients?

Many Thrivers are making 6 and 7-Figures because they had the audacity to use templates before they felt ready. If you scored 1-3, get support. If you scored 4+, you are ready enough. Start now, and watch yourself soar. You are unstoppable.