

From Call #2 of the 30 Day Challenge

Today we enjoyed having **Travis Greenlee** on the call: <http://www.businessbuildingcenter.com/>

Travis is a Master Internet Marketing and Business Development Consultant. Travis began his career with Merrill Lynch as a financial consultant and business advisor. He has been a professional speaker and trainer since 1991, and a business coach and consultant since 1994. As the President and/or CEO of several companies: Team Concepts Coaching Inc., Travis Greenlee Consulting, The Rainmaker Institute, Master Business Building Club, LLC., and The Law Firm Media Group, LLC., Travis shares his extraordinary blend of passion, purpose, and excitement for life and business.

Congratulations!

Hearing everyone's accomplishments created such energy. Dr. Lorrie made \$997 already. Elizabeth and Patti got 2 clients. Wendy was going to only do invitations weekdays but discovered she was getting even more opportunities to invite people to sessions on the weekends. She is getting into action like never before. Sharon made an invitation she thought she wouldn't be able to and Ray is getting feedback on his coaching binder. Big or small, if you did something you were afraid to do or didn't think you could do – congratulations!

The Goodie Page

For how to resources, a list of prizes, call recordings and the upcoming calls visit:

<http://www.solutionbox.com/30daydownload.htm>

Support Yourself

If you have any questions, you can post them here: <http://www.solutionbox.com/30day>

We love that you are getting buddies to create a support structure. If you would like a buddy, request a buddy at that link as well.

Swap email addresses and check in by email or phone every single day. It's a great support structure.

- Approach managers to get an intro session with one of their employees. Script is shown on the call.
- We role played tricky situations like when someone says, "You think I need coaching? Why what's wrong with me?" And asking for the cash.
- Try, "I want to coach you for three months and produce amazing results." The goal is to get an introductory session when they want to experience coaching before signing up.

Setting up a client if they say yes

- Share the time slots where you take coaching clients
- Tell them 1-2 policies you have
- Take credit card information
- Let them know you will be sending them invoice, forms or anything you need to send them
- Check in with them and ask, "How are you feeling?"

Take Action

- 1) If you haven't gotten a buddy coach - get one!
- 2) Follow up with people you invited last week that you haven't heard from - remember people are busy, it's not necessarily that they don't want coaching
- 3) Write out the specifics on how you will set up a client and have it with you for your introductory sessions

Next Call:

Nov. 12th at 6pm EST with Marcia Wieder, same phone line