

## From Call #1 “Introductory Sessions 101”

We acknowledge you for starting this challenge! Whether you are excited to get going or wondering what you got yourself into this challenge is for you. We will support you all the way.

### Rules

- 1) Your daily email will begin Oct. 23.
- 2) Every day from Oct. 24-Nov 22 post on the blog: [www.solutionbox.com/30day](http://www.solutionbox.com/30day) with who you called, your reason for inviting them, and the result. Just click the comments, scroll down and write reply.
- 3) No doubling up - you must take action EACH day.
- 4) Live, email and phone invitations all count.
- 5) Bulk emails do not, but they are good to warm up the person.
- 6) Each invitation needs to be to a new person

### The Goodie Page

For how to resources, a list of prizes, 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>

Many people got support buddies on the call. 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.

### What's an introductory session?

An introductory session introduces you to a potential client and as you talk you discover if you are a good fit or not.

### How do I invite someone?

The call has a wonderful role play on asking for an introductory session. Be authentic.



You can also say, "OK - this is worth \$1000: I'm a life coach and I want to do a session with you. You will LOVE it! [PAUSE] I don't know if you're my ideal client, but I want to do one session with you as a gift. If we should be working together we'll know it, and if not you can refer people to me like crazy. Deal?"

### **How to do an introductory session**

David does an introductory session with a listener on the call.

You can find an outline of an introductory session at:

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

### **Where do I find people to invite?**

- 1) List EVERYONE you know
- 2) Write next to their name, one authentic reason you'd like to offer them a session (e.g. they are a go getter, can make a big difference for their life, so they can refer you, because you're doing this 30 day challenge)
- 3) Do an email blast to let them know you'll be calling in the next week or so
- 4) Call TEN people a day. (It's easier than calling one.)

If you are stuck for finding people, here's how to still meet your 30 day challenge:

- walk into local businesses and ask to see the manager for 1 minute.

"I'm a local motivational coach. And MY coach gave me the assignment to walk into a local business and offer a free session on your life goals. It can be for you or one of your key employees, and it's available for the next 7 days." If no – "who among your key staff is really up for making some changes? (It will benefit you enormously) I'd be happy to offer this to them."

And don't forget to ask for help from your fellow challengers at:

<http://www.solutionbox.com/30day>

### **Call to action (this is how you'll succeed)**

Don't do this - and your chances are you'll blow it

- 1) TODAY BEFORE BED - list EVERYONE you know
- 2) TODAY BEFORE BED - put in your diary a fixed time every day to CALL 1-10 people and book the intro sessions, and allow time to post what you did on the board.
- 3) TODAY BEFORE BED - diarise 2 hours to go through the training on the board (when you will do it)



4) TOMORROW - Write next to their name, one authentic reason you'd like to offer them a session (e.g. they are a go getter, can make a big difference for their life, so they can refer you, because you're doing this 30 day challenge)

5) TOMORROW - do an email blast (sample email below) to let them know you'll be calling in the next week or so (I'll send you awesome text)

6) TOMORROW - set up how often and when you and your buddy will be in contact

7) Call TEN people a day (it's easier than calling one).

### **Sample Email**

Hi guys,

I'm ramping up my coaching business BIG TIME!

As part of my circle of friends and colleagues, I want to gift you ONE session.

I don't know if you're my ideal client or not, but I know you'll LOVE this experience, as it's 30 minutes talking exclusively about your top three goals in life (do you know what they are?), and how you'll achieve them.

If we're meant to work together, we'll know it. But if not, you'll be able to refer people to me like crazy ;-)  
) Deal?

So I'll call you in the next week or so to set up a time.

In the meantime, you might like to let your subconscious ponder this: "If I worked with a coach, what's the #1 change I would make to my life?" (Finances? Career? Relationship? Health?)

SIGNATURE

(P.S. Things will be pretty busy, so if you're feeling lots of motivation right now to find out what that #1 change might be, or to GET MOVING ON it, you're welcome to call me right now and I'll put you at the top of the list so we get your call in early.)

### **Next Call:**

Nov. 3 6pm PST/9pm EST with Travis Greenlee, same phone line