

LIVING 2B FITT

The 90 Day Total Lifestyle Transformation

THE CLIENT SIGN UP SCRIPT

Directions: Use this as a guide when talking to potential clients about enrolling with the LIVING 2B FITT – 90 Day Total Lifestyle Transformational Experience. Take notes of the conversation showing them that you care about the outcome for them.

Goals & What They Mean/What They Are Worth

1. Tell me a little about yourself and what weight-loss and/or health goals.
2. If you could wave a realistic magic wand, where would you like your health to be in the next 6 months to a year?
3. If you had that, in just the way that you'd like to have it, what would that do for you?
4. What would be the best part about it?
5. Why?

Challenges & Their Impact/Cost

6. What do you think could be slowing you down, standing in the way, or stopping you from having all of (list their goals from Question #2 above).
7. What else do you think could be slowing you down, standing in the way, or stopping you? (Keep repeating this question until they don't have anything else).
8. What impact do you think these challenges are having on your health and/or weight-loss?
9. What impact are these challenges having in other areas of your life?
10. How long have these challenges been going on?
11. What's the worst part about these challenges?
12. Why?

The Turn-Around/Light at the End of the Tunnel

13. If you could turn all of these challenges around and flow freely toward your goals, what would that do for you?
14. What would be the best part about that?
15. Why?
16. What have you found most valuable about our time together so far?
17. I have a program designed specifically to help people overcome these sorts of challenges and achieve these kinds of results. Would you like to hear a little bit about it?

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How You Help Them

18. Explain how the LIVING 2B FITT program works -> Video/Email series, Recorded Group Coaching Calls, Private Facebook Group for questions and support, and an optional 1-on-1 Coaching upgrade to work directly with the creators of the program (if they want this, 3-way them into me, Calvonn at (801) 278-8017).
It's a 90 Day Total Lifestyle Transformational Experience to help them...(list out their goals)...
19. Check in to see if they are with you -> "Does this make sense?" "Would that be valuable to you?"
20. Explain the investment options (\$299 upfront or \$99/month)
21. Which of these options feels like the best fit for you?
22. Would you like to give it a try?
23. Great! Let me get you entered into the system.

If someone is not ready to move forward now, help them overcome their fear and see if they are ready to move forward after that.