

SENIOR COACH CELEBRATION

call outline

Your transformation is an inspiration to others!

It's time to celebrate your new Senior Coach, and encourage them on their journey to optimal wellbeing.

Purpose of the conversation:

- Celebrate them & continue to build a relationship
- Find out their next desired goal
- Confirm their basic skills
- With permission, outline next steps

Always start out by asking, "What do you enjoy about coaching so far?"

- Then let them talk and listen for clues. You'll hear if they are excited, ready to touch more lives, or a little hesitant or discouraged. Their responses will guide your conversation.

Then ask, "Where would you like to go from here?"

- Based on their answer, the conversation will go 1 of 3 ways
 - » Ready for more - clear desire to grow
 - » Confused - don't know if they want to grow
 - » Content - happy where they are right now, no real desire to do more
- If they are ready for more and have a desire to grow:
 - » Help them understand what YOU think is possible, and what that might look like from an earnings standpoint in terms of Clients, new Coaches, and Senior Coach teams.
 - » Then, (if their goal is Executive Director, for example), "How would an extra \$2k/month impact your life/budget/stress, etc.?"
- If they are confused and don't know if they want to grow
 - » Explore their why as a Coach and help awaken them to how **OPTAVIA**[®] might be a solution for what they are seeking
- If they are content and happy where they are, simply move into confirming basic skills

Confirm basic skills

- How are your Client support efforts going? [Listen to response]
 - » Comfortable sharing **OPTAVIA** on your own?
 - » Using the [OPTAVIA Success System](#)?
 - » Moving to one day a week for Client support?
 - » [Health Assessment](#) or [Wellbeing Evaluation](#) on each Client?
 - » Following up?
 - » Identifying Coach Candidates ready to pay it forward?
 - » Using social media?
 - » Connecting to the Community & support available?



If applicable, introduce new items (based on their desired goal)

- Review the importance of the [MAP](#)
- Discuss Certification
- Explore sponsoring
 - » Out of your first 5 Clients, who are your one or two best Coach Candidates? [Listen to response]
 - » When ready, teach them to start bringing on Coaches and why that will benefit them and their Clients.

Encourage them to visit OPTAVIA® LEARN and other Community & support resources available

Wrap up

- Help them define clear action steps
- Remind them about team coaching
- Send them (or guide them) to the [MAP Video](#) (when applicable)

We encourage you to work with your Business Coach/Mentor support team throughout this process. Our Community is here to support you every step of the way.
[Questions? Check out OPTAVIA ANSWERS](#), call 1.888.OPTAVIA, or fill out the [Contact Us form on your OPTAVIA personalized website!](#)