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)