

The Coach Explore follows the same process we use for a Health Assessment. First, we ask questions to awaken the person to where they are right now in their life. As they share, we learn and discover how coaching could assist them. We share how coaching works and find out if they are ready to begin!

Note: All text in *'italics'* are meant to be read out-loud to Clients.

I am so happy we have this time together today. Tell me a little about why you wanted to meet?

What are the most important things in your life right now? (Family, children, career, hobbies)

Tell me more about what you do for work?

Do you love it? How long have you done it?

What caused you to go into that field?

Coaching offers the ability to create both IMPACT and INCOME. Do both of these things motivate you?*

What kind of income would be attractive to you?*

Do you have specific goals you want to achieve in the next 1-2 years?

Can you describe your life if your primary focus wasn't about time or money?

"Thanks for sharing all that with me! Coaching is an opportunity to help people define their goals and then partner to show them how to create that life.

We set the course (how to get where you want to go) and YOU set the pace (how fast or slow you want to go).

I love that coaching empowers people to center their life around what matters most to them while serving others! Let's wrap up our time together talking about HOW coaching works and answering any questions you have...okay?"

*When discussing the OPTAVIA business opportunity with a Coach Candidate, remember to advise the Candidate that OPTAVIA makes no guarantee of financial success and that success with OPTAVIA results from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership. Please show the Candidate the OPTAVIA Income Disclosure Statement (bit.ly/idsOPTAVIA) for statistics on actual earnings of Coaches.

What did you like most about the coaching video?

How do you think coaching would benefit you and your family?

TIME: *Coaching is very flexible. Can fit in the nooks and crannies of your life. Some people work during nap time, commute time or lunch breaks and build a business!*

MONEY: *It's \$199 to purchase your Coach Kit and there's an opportunity to earn that back helping your first few Clients. We do not have any quotas and there is NO discount on our products for "signing up". Everyone has a Coach and the people that decided to coach are not joining for a discount, they are here to help others and get paid for doing it!**

INVENTORY: *We don't carry any inventory. Our corporate partner handles all the transactional pieces. This gives us the freedom to come alongside people as we guide them on our journey and to COACH them WELL!*

SALES: *We are in service to mankind. We AWAKEN people to what we have and give the gift of health to people looking for what we are offer and are READY!*

HOW DO I FIND CLIENTS?: *When you are on your journey to your best health with **OPTAVIA**, you become a walking billboard! As you help Clients, they become walking billboards too! Many Coaches use an Apprentice Style model to help you gain the skills required for coaching. Many Coaches follow apprentice coaching and will help you with your first few health assessments and help you start your first Clients. This empowers you to gain the skills so you can assist many more. Are you on social media? Are you willing to allow us to guide you on best sharing practices so others discover what is possible too?*

"Before we wrap up, I would like to find out..."

Who would you love to assist when you start coaching?

Why do you think they need better health?

How do you think their life would change if they decided to start their journey?

How would your life change?

"Now that we've talked about what is possible with coaching and how it works, who comes to mind that you think might be curious or good at coaching too? (Wait for their response.)

I've loved visiting with you today and I truly feel you would be great at helping others! Coaching would be a great fit for your life and it would help you (Insert their most important goals here, etc.)

When you are ready to get into action, start by making a list of the people you want to reach out to. I will then work with you to purchase your Coach kit, introduce you to the people on your support team, and assist you to complete your first 3-5 Health Assessments.

SO... if you are ready to begin coaching I am ready to show you HOW! Are you ready?"

IF THEY ARE READY:
When you are ready to partner with us, I will work with you on how to purchase your Coach kit

IF THEY ARE NOT READY:
Ask what might be holding them back?
Add them to your Coach Candidate page
Set a follow-up time and stay connected!

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