



# SCRIPT FOR SETTING UP YOUR FIRST TRAINING HEALTH ASSESSMENTS

**Use as needed. Some Coaches have people to talk with right out of the gate.**

**We prefer to set up Health Assessments with people who have interest in learning more, but even if they are “helping you out” it will give them a chance to learn more about what you offer.**

Three ways to approach your training calls:

1. Hi! As you may know, I am finding success getting healthier and losing weight and I'm a new Coach. Part of my new Coach training is learning how to do Health Assessments with those I'd love to share this with. I was wondering if you might be interested in doing a call with me. My Coach will ask you about some of your health goals and share briefly about the program that is working so well for me. And I'll be learning, in addition to being able to share this with you. Would you be able to do a call on Wednesday or Thursday evening?
2. Hi! I'm really excited to have found a health program that is helping people get healthy. I'm enjoying it so much that I decided to become a Coach. Part of my training is to learn how to do a Health Assessment so that I'll be ready to help people around me when they are ready to get healthy too. I was wondering if you would be willing to help me learn by joining my Coach and I for a health assessment. My Coach will ask you about some of your health goals and share briefly about the program that is working so well for me. And I'll be learning, in addition to being able to share this with you. It would help me learn, and you might find some value in it as well. It's okay if the program isn't for you right now, but I'd love it if you could help me learn.

Great! What works best for you? Tomorrow or Monday?

3. Hi! I'm not sure if you know that I have been focusing on my health and having great success. I am feeling amazing and decided to pay this gift forward by becoming a health Coach. Part of my training is to learn how to do a Health Assessment. I don't know if you know anyone looking to get healthy or not, but I am wondering if I can borrow your ears. This is a training call for me, if it is for you great, if not great! Either way it helps me out and if you do have questions then you can ask. If not, it just helps me learn so that when someone is ready or does reach out, I know what to say! Would you be willing to help me out in the next day or two?