

## ABC's of High Vibration Connection, Discovery and Clarity Calls

In the New Normal I'm calling these **Community Support Calls**. If you are in the business of helping people I know you have some sort of free thing that you are doing for the community anyway. This is a way of funneling all that energy into getting one on one time with people while at the same time stacking your results. (yes, like pleasure stacking but for your biz) use these valuable calls to attract ideal clients and to find out what your peeps need most at this time. So you can craft very ideal and specific offers. Research and helping ... ;)

### 1) **ALWAYS Give Massive Value**

This is not the time to hold back... offer your gold level material and let them know you really understand them. This call is not about you at all. If they ask about you then give them information about you that is relevant to THEM.

- a) No matter what you name this call, you are here to **Serve Them** for the time agreed. 30-90 min.
- b) Whether they buy from you or not you will position yourself as Expert, Guide, Authority and Compassionate Helper (which you are) and be "top of mind"
- c) Let them know you **See Them** and understand what they're problems are right now.
- d) Don't worry about selling anything on this call

### 2) **BE Honest**

Gone are the days where we say what we think other people want to hear. (to make the sale, get a date, whatever.) Period.

Don't hold your style, personality or truth back. People looking for personal coaching have very good bullshit detectors. If you hold back, or feel timid they will register that as **you not really understanding them..**

- a) Frame the call. Let them know you are going to help them as much as possible during your time and that at the end of the call you will give them some recommendations for deeper support or resources they could check out to get more help. Be generous.
- b) Tell them what you see (with compassion) ~ list 1 or 2 things that you see would shift some energy for them right away.

- c) Let them know you know how it feels to be in that place. (If this is your ideal client it will be like looking in a mirror to you 3 years ago) Give them examples from your life and examples from the lives of your other clients.
- d) If this is not your ideal client, give them as much value as you can anyway
- e) **Do what you can on the call to shift some energy for them or offer a solution** that they could try right away. This is a win-win even if they don't eventually sign up with you because they will still appreciate you and let people know how great you are.

### 3) **CLARIFY How You Can Help**

This is not an enrollment call (although that can totally happen with ideal clients) It's also not a time to pitch your biggest offers or endeavor to sell them. Clarifying is about finding out if they want to have a deeper conversation or if you want to have a deeper conversation with them. You know, like a first date. Occasionally you go all the way but mostly you just feel into it and decide where to go from there.

- a) Ask them what their biggest take-away from the mini-session is.
- b) Ask them if they've ever thought about doing deeper work with a guide or mentor. If they say yes, then ask if they'd like to know what working with you might look like. Set up another call when you both have time for a deeper dive.
- c) If they say no thanks, or not right now then ask them if they'd appreciate some resources. <3